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Special Report:
World Export Regulations

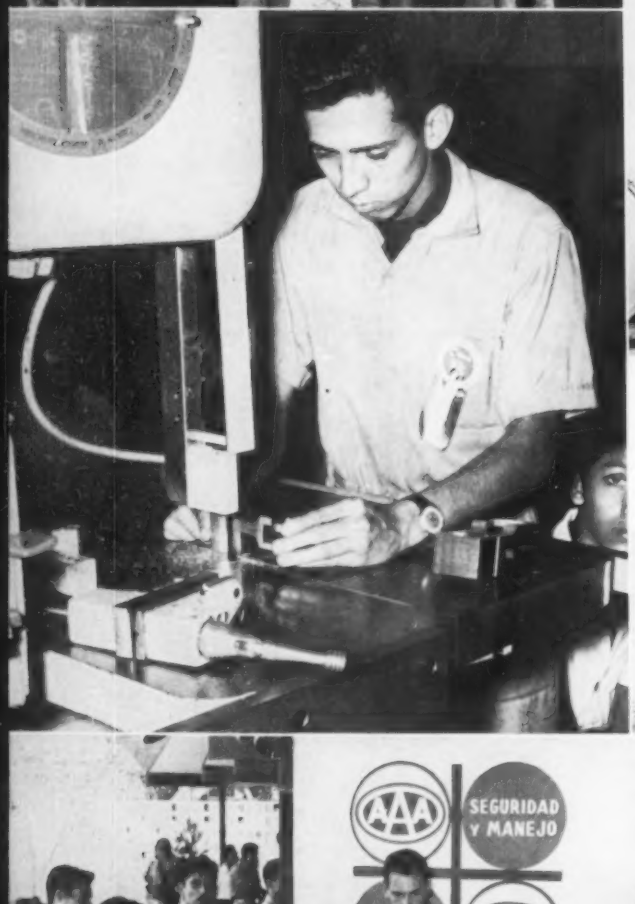
International Commerce

formerly FOREIGN COMMERCE WEEKLY

THE UNIVERSITY OF MICHIGAN
PERIODICAL READING ROOM

July 2, 1962

Crowds at San Salvador gather around the information booth at the U.S. Exhibition now in progress there to get literature prepared by the International Trade Fair office to tell the story of the Commerce Department's part in the Alliance for Progress program now underway. (center) Fair visitors try their hand at using the small tools U.S. manufacturers are exhibiting in the U.S. government sponsored fair. (bottom) Fairgoers have been particularly interested in the exhibits of agricultural equipment shown at the Fair by U.S. manufacturers of farm equipment. All equipment is shown in use each day of the Fair.



U.S. Exposition in San Salvador

(bottom) El Salvadorans enter the geodesic dome, which houses many of the exhibits selected by the Office of International Trade Fairs. (left) Visitors to the exhibition test their driving skill on a driver trainer machine exhibited to demonstrate highway safety for autoists.

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UNITED STATES OF AMERICA

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ABOUT THE COVER

Spectators at the U.S. exhibition now being held in San Salvador, El Salvador, watch a local man use a powered hand tool in an exhibit of American made wood working machines that, like all machines, was shown in actual operation. Students were trained to operate the machines. Complete story on page 7.

International Commerce

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Business Bulletins *from around the world*

AUSTRALIA—Local refrigeration and air-conditioning compressor manufacturers await Department of Trade action on request for at least temporary—possibly permanent—tariff protection against imports of less-than-10 h.p. compressors. 1960-61 compressor imports from U.S. valued at $1.28 million, and about $520,000 worth entered duty-free.

Thirty-member Caribbean and Central American trade mission is latest under Department of Trade program for finding alternative outlets for Australian produce if United Kingdom joins Common Market.

BELGIUM—Large downtown department store to open with stores in suburbs of Brussels and 4 or 5 other cities.

Trade mission to Japan has led to negotiations for Japanese purchase of Belgian metallurgical equipment.

Five-year extension granted on Credit-export's medium-term credit pool for capital equipment exports. Pool members increase financing capacity by 25% to 6 billion francs ($120 million).

Commercial agreement for world-wide factory building signed by Rust Engineering Co., Pittsburgh, and Evence Coppee & Co., Belgian holding company. Coppee interested in coal, electricity, chemical and sugar plants; Rust to contribute specialized experience with steel, paper and cement factories.

Continental Oil Co. (CONOCO), Houston, to purchase Belgian firm, Société Européene des Carburants (SECA).

CONGO (LEOPOLDVILLE)—Just-completed Government computations show U. S. financial assistance accounted for 15% (about $20 million) of 1961 Congo imports, 3.2% increase over 1959 U. S. share of market.

FINLAND—Government asks Parliament to approve further 10% tariff cut starting August 1 on industrial and certain other goods from European Free Trade Association members. New cut would bring Finland's total preferential reduction on EFTA goods to 40%, level already reached by most EFTA members.

HONG KONG—Imports from U.S. for first 4 months of 1962 increased by 5% to $50 million, compared with 1961 level for quarter. At same time, Hong Kong's exports to U.S. rose by 76% to $54 million, reflecting heavy volume of textile exports before U.S. requests for restraint in March.

Exports to U.S. of textile yarn, fabrics and made-up articles, and clothing increased $3.3 million and $2.5 million, respectively, over March 1961 levels. Imports of raw cotton from U.S. dropped $3 million.

INDIA—To avert textile production crisis, 180,000 U. S. bales long-staple American cotton, $28.2 million worth, to be imported under Public Law 480.

Government considering industrial production tax of about 2%, revenue to be used for export promotion. Would not apply to commodities exported.

Finance Minister tells Parliament most Third Plan projects covered by promised aid, but commitments inadequate for non-project requirements. Further cuts due in imports against free foreign exchange.

ISRAEL—Road network expansion under study by 2 experts of International Bank for Reconstruction and Development.

JAMAICA—Coin-operated machines, amusement types, now must have specific import license.

JAPAN — Preliminary May figures show Japan's exports valued at $426 million and imports at $519.3 million, increases of $78.2 million and $38.3 million, respectively, from previous month's revised figures.

Two Japanese firms (Mitsui Bussan and Daihatsu) conclude agreement with East Pakistan industrialists for establishment of plant in Dacca to manufacture 3-wheel vehicles. Plant, to have annual capacity of 1,000 vehicles, to go into production in 1963. Mitsui Bussan and Daihatsu to participate up to 40% of equity capital.

LIBYA—First test run of Oasis Oil Company's facilities at Ras Es Sider on Gulf of Sirte reported successful. Production from Oasis Dahra field expected to reach 120,000 barrels per day by end 1962.

MALAYA — Eastern Mining and Metals Co. (EMMCO), Ltd., to spend $10 million developing significant new iron ore reserves. Most of money needed for American equipment and machinery.

MOROCCO—Tariff duties on used clothing go back down to 100% from 200% level of January 7. Rate still far above original 32.5% in effect earlier.

PAKISTAN—Government sanctions 7 new cotton textile mills in East Pakistan to be financed out of $13 million Japanese credit.

Two cigarette factories to be established at Rangpur, East Pakistan, at $210,000 each.

Sulfur factory being set up in Karachi with annual 4,500-ton capacity. Pakistan's only other plant, also in Karachi, has annual 8,000-ton capacity on 3-shift basis.

Two Japanese-financed caustic soda plants being established in East Pakistan. One, being constructed by Mitsubishi at Dawood Corporation's Karnafuli paper mill, to start annual 5,000-ton production by 1963. Other to be at Chittagong, with annual capacity of 3,300 tons of caustic soda, 3,000 tons of chlorine, and 5,490 tons of bleaching powder on 3-shift basis.

Economic Committee of Cabinet (ECC) approves Pakistan Eastern Railway rolling stock program for Second 5-Year Plan period at $58.8 million.

East Pakistan Agricultural Development Corporation (ADC) has prepared $32.6 million scheme for import of agricultural machinery over next 3 years.

PHILIPPINES—U.S. Embassy reports mining and mineral activity stepped up as result of de-control program, which devalued peso and made exports more attractive. Plans call for exploiting copper-ore deposit at Dasol, Pangasinan, and copper and manganese deposits in northern Luzon, plus construction of ferro-chrome plant and copper smelter at Iligan, Lanao.

Legislature adjourned without passing Foreign Investment Bill, leaving rules on repatriation of capital and transferability of profits as described in April 9 FCW, p. 626.

SWEDEN—Riksbank, to stimulate business and investments, lowers discount rate from 4½ to 4%, second ½-percent downward adjustment in 3 months. Similar adjustments upcoming in interest rates of commercial and savings banks and other credit institutions.

URUGUAY—To spur private investment, industrial machinery imports exempted until May 31, 1963 from 6% tax on fund transfers abroad in payment for imports.

Beef-export immediate outlook good. Prices in English free market up to more than $400 per ton (f.o.b.), and 10,000 tons likely to be exported to Russia by end of June. Large inventory of canned beef moving slowly, however.

Rhode Island trade association and Louisiana chemical firm join Export 'E' roster

Programs of 45th and 46th 'E' award winners helped increase flow of U.S. goods abroad

New "E" award ceremonies marked the addition of 2 more winners of the President's coveted "E-for-Export" citations to the awards list. Forty-four firms and associations across the U.S. had previously received this honor.

The ceremonies were held in Providence, R.I., and New Orleans, La., to honor the significant contributions of a trade association and a chemical laboratory in the nationwide drive for increased U.S. export trade.

The Manufacturing Jewelers and Silversmiths of America, Inc., a trade association, began developing its successful export promotion program for the industry 3 years ago.

Award ceremonies were held June 13 in Providence, R.I., at which Rhode Island's Governor John A. Notte, Jr., presented the 45th "E" award to MJ&SA President Edson W. Sawyer, in behalf of Secretary of Commerce Luther H. Hodges.

In another ceremony held in New Orleans on June 25th, the Delta Chemical Laboratory became the 46th "E" award winner in recognition of that firm's booming export sales.

Representative Hale Boggs of Louisiana presented this award on behalf of Secretary Hodges to Ernest E. Reich, president of Delta Chemical, a company that manufactures special detergents and disinfectants.

Jewelry firms guided

American jewelry products are among the 4 most regulated commodities in international trade, MJ&SA found, and while U.S. imports of jewelry have been climbing, U.S. exports failed to keep pace.

The association then began an aggressive campaign to enable the more than 500 jewelry and silversmith firms in the U.S. to compete successfully in world markets.

The multi-faceted MJ&SA campaign included:

1. Publication of Buyers' Guides in English, French, German and Spanish that were sent to buyers and potential buyers overseas twice a year.
2. Arrangements for European marketing tours for members and participation in international trade fairs important to the jewelry trade.
3. Service as a clearing house for both foreign and domestic buyers.
4. Assistance to members with foreign trade regulations, sales figures and other matters concerning exporters.

In addition, MJ&SA tried in numerous ways to break down overseas trade barriers and was successful in at least one instance.

Jewelry exports from the U.S. in 1961 reached $30 million.

Another "E" flag flies in New Orleans as the Delta Chemical Laboratory received the 46th "E-for-Export" award on June 25th, following the 2 "E" awards presented by President John F. Kennedy on May 4 to the Board of Commissioners of the Port of New Orleans and to International House 607.

1,000% sales gain

With an aggressive export campaign, Delta upped its export sales to 12 Latin American countries by 1,000% from 1955 through 1961.

The firm conducts a program in modern distribution and merchandising techniques for its Latin American distributors.

Through an educational program, which includes special training for foreign workers in its laboratory, Delta Chemical is helping Latin Americans to be aware of sanitary measures needed to insure good health.

To avoid losing export markets in countries where dollar shortages prevail, Delta Chemical makes licensing arrangements whereby firms ship raw materials to local plants for manufacture.

'E' AWARD TO JEWELRY ASSOCIATION. Rhode Island's Governor John A. Notte, Jr., left foreground, presents certificate of service to President Edson W. Sawyer of the Manufacturing Jewelers and Silversmiths of America, Inc., on behalf of Secretary of Commerce Luther H. Hodges. MJ&SA's Executive Secretary George R. Frankovich, in background, helps display association's 'E' flag.

Export

Missionary zeal +

by W. Gordon Graham

Vice-President & General Manager
International Division, McGraw-Hill Book Co.

Books sold overseas by McGraw-Hill Book Company constituted an export market of eight million dollars in 1961. Although this amount is a relatively small portion of the United States' export trade, it is a major factor in bringing scientific and technological knowledge to people in 98 countries.

These sales are handled through the company's International Division, which was founded in 1946. At that time, United States' books were little known abroad, and the export of books was a minor activity.

But the years between the late forties and the early sixties saw events that completely reshaped the world as well as the market for books. This changing world market has created new opportunities for book sales, but has also helped raise barriers that must be overcome. The four principal barriers are costs, currency, credit and competition.

The problem of cost is related to overseas purchasing power. Students often find that it takes one month's allowance to buy an American textbook.

The dollar is the problem in the currency barrier. Most countries of Asia, Africa and South America do not have favorable trading balances with the United States.

As a result, quantitative and, occasionally, tariff, restrictions are imposed on the import of American books. When a country is in a bad way economically, the import of books may be totally suspended.

A third barrier, credit, is a severe limiting factor. The booksellers of the world are not heavily capitalized; their turnover is not rapid, and many of their customers are slow to pay.

$12 million debt

In recognition of this, the publishing industry gives terms of credit which their counterparts in steel or automotive industries would frown upon. Although the sums are not large, it is estimated that about $12 million is owed by the booksellers of the world to the American publishing industry.

The sign in this modern bookstore in Sao Paulo, Brazil points to the technical section which is plainly identified with the firm name.

book market

+ custom marketing = $8 million sales

The fourth barrier, competition, is not a problem, but a fact of life. In the export book business, the publisher meets it in new and less manageable forms.

McGraw-Hill now has five pioneer programs underway in an effort to alleviate these problems.

These programs extend the old concept of selling overseas a product developed for the United States market. Rather than try to change the market to suit the books, some McGraw-Hill books now are being tailored to fit the market and are intended for use solely overseas. The company has started programs to create or adapt books for specific markets.

Selling overseas

However, these new programs remain auxiliary to the major international operation which promotes and sells throughout the world the 3500 titles in the McGraw-Hill catalog.

A basic tenet McGraw-Hill learned from its domestic book business is that a successful sales organization depends largely on personal contacts. In carrying this selling philosophy overseas, the company was the first American book publisher to appoint a foreign resident staff.

Today, the company has nearly 200 persons engaged in international publishing and bookselling. Outside of New York, London and Toronto, where most of the international staff are located, sales offices are maintained in Tokyo, Manila, Melborne, New Delhi, Ankara, Mexico City, Sao Paulo and Santiago. From these offices, 18 travellers call on educational institutions and bookstores in almost every country in Asia, Africa and Latin America. Other staff members travel around the world from New York as a base.

Bookseller, the essential link

In the international book business, the bookseller is the essential link between reader and publisher, serving as the local source for the 400 new McGraw-Hill books and editions published each year.

To encourage these booksellers, the company has sales plans that help them by:

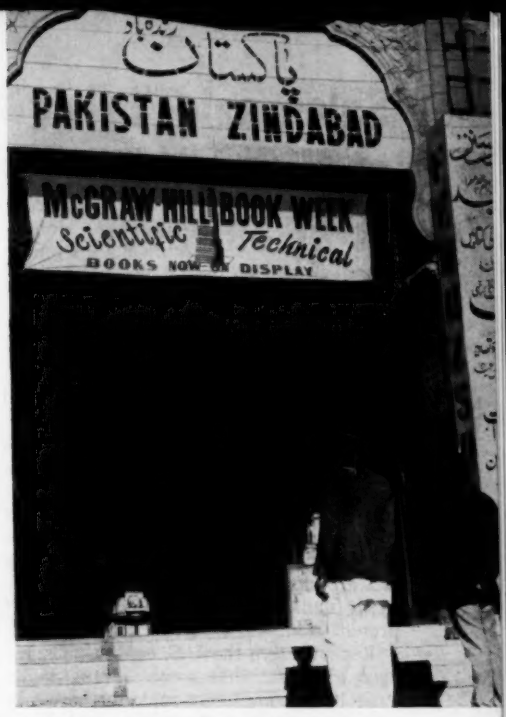
—Supplying them on standing order, by automatic shipment, new books and editions, preselected by the bookseller.

—McGraw-Hill "Book Weeks"—cooperative book displays with booksellers—which develop new markets and expand old ones.

—Initial stock orders, through which booksellers are introduced to McGraw-Hill books for the first time.

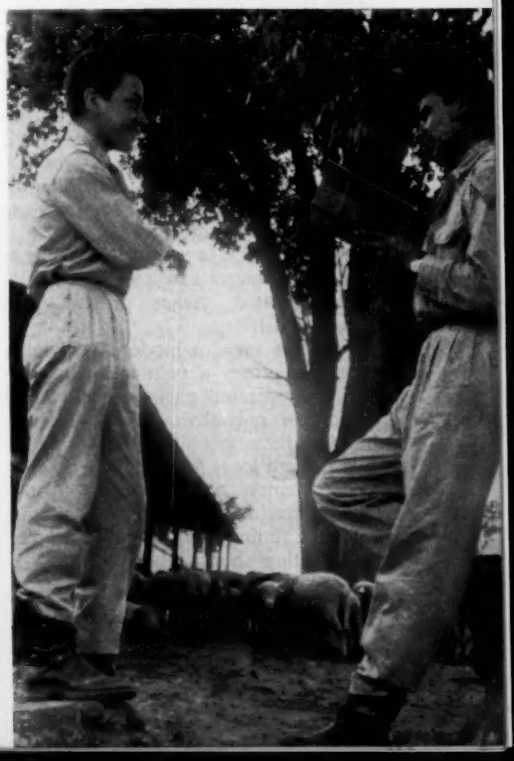
The International Division also keeps in touch with the government and private agencies in the United States concerned with the distribution of American books to other parts of the world.

These are the strides the McGraw-Hill Book Company is taking to keep pace with an expanding world book market that is thirsting for knowledge. The company feels it is essential to contribute to this quest for knowledge, for in many nations, the student of today is the leader of tomorrow.



Pakistan, like other developing countries which are building for industry and education, finds much in common with this U.S. publishing program. "Pakistan Zindabad" means "Long Live Pakistan".

Mexican agricultural students discuss a McGraw-Hill book on raising livestock. The firm also has a program of textbooks and films in Spanish, created for the Latin-American market.



The Warsaw Book Fair is the international event of the year in the communist world. For five years this U.S. exhibit has drawn the avid attention of Polish buyers.

Sales said 'brisk' at U.S. exhibit in El Salvador

Solo fair places emphasis on diversification of industry

Sales activity at the current U.S. industrial exhibition in San Salvador, El Salvador, is reported as "brisk."

The fair is scheduled to end this Thursday.

Sales have been made in plastics forming machinery, equipment for laundry and drycleaning plants, automotive repair machinery and equipment, spring making machinery and several other items demonstrated in the U.S. "solo" presentation.

Reports from the U.S. exhibition manager indicated that some of the items have been completely sold out, and negotiations continue for other on-the-spot sales.

(For a photographic report on the El Salvador fair, see inside front cover.)

The official U.S. exhibition opened June 8 and was scheduled to run through June 28, but interest ran so high that the show was extended to July 5 at the request of the U.S. Embassy there.

At the end of the first 3 weeks attendance was estimated at over 294,000 and is expected to exceed over a third of a million before closing date.

This is the United States' first "solo" appearance in Central America.

Its theme is "Partners for Progress" and it is keyed to the Alliance for Progress.

Emphasis in the U.S. presentation has been diversification of industry as a stimulus to economic growth.

In line with this, several small industrial shops readily adaptable for local use are being demonstrated.

Among these is a complete drycleaning plant. Viewers saw clothes tumble-cleaned, spotted, steam pressed, and bagged for delivery.

In another area, a modern packaging operation features a volumetric bag filler, a foot-operated package sealer, and a variety of polyethylene bags. At the exhibition, these machines package beans and rice, both local products.

Other demonstrations include woodworking, machine overhaul and repair, automobile tuning and testing, and high-speed printing shops.

Sporting goods exhibition scheduled in Cologne

U.S. firms have been urged to participate in the 21st International Fair of Sports Goods (SPOCA) in Cologne Nov. 4-7.

The event is one of the outstanding sporting goods and camping equipment trade fairs in Europe, according to the U.S. Consulate General in Duesseldorf.

A Trade Information Center will be operated by the Consulate General.

U.S. visitors to the fair are invited to register at the Center.

Further information is available from the Cologne Fair Authority, Koeln-Deutz, Postfach 140, or from its U.S. representative, the German-American Chamber of Commerce, 666 Fifth Ave., New York 19, N.Y.

International Trade Fair set in Helsinki

Products of metal industry to be emphasized at display

Approximately 1,300 firms from 30 countries are expected to participate in the 1st Finnish International Trade Fair in Helsinki Sept. 21-30.

The fair will emphasize products of the metal industry, according to its manager, Olle Herold.

He said machinery, tools and accessories will be widely represented, as well as different electrical industry products.

Household appliances

Other categories of exhibits, he said, will include kitchen, laundry and household appliances, foodstuffs, furniture, vehicles, radios and television sets, construction materials, and rubber and plastic industry products.

The fair will be held in the center of Helsinki at the permanent fairgrounds.

Sixty U.S. firms have indicated they plan to participate.

Additional information is available from the Finnish International Trade Fair, Helsinki-Toolo, Helsinki.

OITF schedules exhibition in Buenos Aires

Fair's theme to support Alliance for Progress

The U.S. office of International Trade Fairs (OITF) will carry its trade fairs program into Argentina for the first time this fall when it mounts a "solo" exhibit in Buenos Aires.

Preliminary plans have been completed for the exhibit which will take place Oct. 13-Nov. 14.

The theme of the fair, "Partners for Progress," directly supports the Alliance for Progress.

In line with the theme, partnerships in 7 areas will be shown.

These will include public health, industrial development, transportation and public works, urban development, culture and education, farming, and forestry.

The fair will mark the second exclusively U.S. display in Latin America. The other "solo" is now in progress in San Salvador, El Salvador.

The Buenos Aires exhibit will be managed by Fritz Berliner, veteran trade fair manager of OITF.

Trade Centers Schedule

LONDON

Ladies' Handbags and Accessories: July 3-13.

Books: July 25-Aug. 17 (local agents of U.S. manufacturers).

U.S. Department of Agriculture Exhibit: Oct. 1-25.

Medical and Surgical Supplies and Equipment: Nov. 8-30.

Children's Christmas Book Show: Dec. 12-21 (local agents of U.S. publishers).

Toys and Games: Jan. 22-Feb. 8, 1963.

BANGKOK

Medical, Dental, Surgical Equipment and Supplies: July 23-Sept. 8.

Automotive Service and Maintenance Equipment: Sept. 10-Oct. 19. Oct. 1-Nov. 2.

Farm Machinery and Equipment: Nov. 19-Dec. 21.

SIGNING IN: Visitors line up at the opening reception at the U.S. Photographic Industries Show held recently at the U.S. Trade Center in London. Potential sales were reported to be very high.

Good market reported in U.K. for U.S. photographic equipment

Business orders at London Trade Center display total $145,000; potential sales said much higher

New U.S. photographic equipment, especially in the color photography line, has a very good sales potential in the United Kingdom.

Competition with German and Japanese equipment, however, demands the best in know-how and ingenuity in production and marketing in order to sell on this market.

This is the conclusion of the official report of the recent Photographic Industries Exhibition at the U.S. Trade Center in London.

Business orders written at the exhibit amounted to $145,000, with potential sales estimated to be many times that figure.

The estimate is based on the fact that many exhibitors there were more interested in testing the market and developing contacts than they were in "rushing through a sales pitch" on the exhibit floor.

The report stated that all the exhibitors said they developed more potential business than they thought they could. Potential buyers came from fields of industry and business previously unexplored by several exhibitors.

Color photography increasing

Color photography, said the report, "is growing at an accelerated pace" in the United Kingdom.

The price of color prints is falling and the quality of the prints is rising, it said, with the result that photography enthusiasts do more and more in the color line.

Many trade visitors voiced admiration for the color prints displayed on the exhibit walls as well as the large transparency in the display window.

The report listed several things for businessmen to keep in mind about selling in the United Kingdom.

Producing for the market—several exhibitors made the mistake of "not providing equipment designed to meet specifications of the country."

For example, the display of 110-volt, 60-cycle equipment in a 230-volt, 50-cycle country "plagued" the London exhibit.

The manufacturers made the problem worse, the report said, when they would not guarantee whether or when 230-volt, 50-cycle equipment would be produced.

This type of support, according to the report, does not make the manufacturer's agent want to sell.

Importance of colors—the London exhibit "brought out very strikingly" that "certain colors are acceptable and others are taboo in any given country."

An exhibitor at the London fair promoted a well-designed tripod in a competitive price range.

However, since the tripod was pastel blue and not black, business was lost.

Quality workmanship—trade visitors were critical of the finish given to U.S. items.

Comparisons were made primarily with competitive German equipment, which had a better finish, and with lower priced Japanese equipment.

Want fancy finish

The report said although exhibitors and buyers understood that American firms put stress on the utilitarian value rather than a good finish but poor equipment, "they still wanted the equipment to have a fancy finish."

Manning the exhibits—several exhibitors "did an exceptionally good job" in manning their stands but others "were quite negligent."

The report added that "It is too bad when key buyers come to the exhibition but the exhibitor is not there to talk business."

Also stressed was the importance of getting promotional literature and photographs to the Trade Center at least 6 weeks before the exhibit opens, and preferably earlier than that.

Registered attendance at the exhibition totaled 1,572.

Over 250 of the top buyers in the trade visited the display, according to the report.

"This probably is one important reason why exhibitors considered the exhibition a success for them. It gave each of them an opportunity to meet with these top buyers on a direct and personal basis," the report said.

Market tester

The official report of the photographic display in London described 1 way of testing the market there, involving 2 different items produced by different companies.

The items, both new and quite expensive, were a large cabinet-type slide projector used considerably by lecturers, and a commercial camera.

High British duties made the equipment "practically prohibitive" on the U.K. market.

Both exhibitors learned that by importing the major components, building cabinets, cases and minor components in the United Kingdom, then assembling the equipment there, the price could be brought down to a point where several buyers expressed a "positive interest."

World export regulations

The following tabulation of the import and exchange permit requirements of foreign countries, prepared by the Bureau of International Programs as an aid to exporters, has been revised as of June 1, 1962.

The regulations apply primarily to goods of U.S. origin and to other goods payable in U.S. dollars.

Many countries do not permit import of foreign goods except under import licenses, which must be obtained by the importer. In some cases an import license must be granted before the order for goods is placed, and some countries also require the importer to obtain an exchange permit before he may make payment for the import.

U.S. exporters therefore are urged to make certain before shipping that the foreign importer has obtained the required permit, and they should insist on being furnished the identifying number or symbol of the permit.

More detailed information on licensing and exchange controls may be obtained from the Field Offices of the U.S. Department of Commerce. Publications covering licensing and exchange controls of individual countries also are available from the Field Offices at a nominal charge.

Country	Is import license necessary?	Is exchange permit required?
Afghanistan [1]	No, for most imports; but a declaration or customs permit must be obtained from Afghan border officials or trade agents abroad.	No; but permission to remit foreign exchange to exporters abroad must be obtained from Da Afghanistan Bank.
Arabian Peninsula areas: Saudi Arabia	No.	No. Import licenses carry right to foreign exchange at official rate. Other goods may be imported by purchase of foregin exchange on free market.
Aden	No.	No.
Bahrein, Qatar, Trucial States	No.	No.
Muscat and Oman, Yemen	No.	No.
Argentina	No; but most imports are subject to exchange surcharges.	No.
Australia	No, except for about 10 percent of imports, including principally textiles, toys, canned fish, aluminum products, and other miscellaneous items of minor importance.	No.
Austria	An import license is required for all goods, whether liberalized or not liberalized. However, in the case of liberalized goods, the license is granted automatically upon application.	No.
Belgium	No, except for specific items. Licenses usually freely granted if still required.	No separate permit required.
Bolivia	No.	No.
Brazil	No, except for nonessential or luxury goods and for items imported without foreign exchange cover. Most commercial imports require only a certificate of exchange cover.	No. Foreign exchange for imports is purchased in the free market. Certificates of right to purchase exchange for nonessentials are obtained at auction.
British Colonies not specified elsewhere [2]	No, except for certain items not under open license and for the Bahama Islands where the license requirement is merely a formality.	No. Import license generally assures release of foreign exchange.
Bulgaria	Yes.	Import license automatically assures foreign exchange.
Burma	Yes, except for imports by the Government, or goods importable under open general license.	Yes.
Cambodia	Yes.	Yes; import license carries right to foreign exchange.
Cameroon, Federal Republic of	Yes.	No; import license carries right to foreign exchange.
Canada	No, except for butter; butter fat; cheddar cheese; dried skim milk; wheat, oats, and barley and certain processed products of these grains; turkeys; natural gas; radioactive and fissionable materials, isotopes, and equipment for production, use, or application of atomic energy. Import of alcoholic beverages requires Provincial licenses. Secondhand automobiles manufactured before year in which importation is sought, secondhand aircraft, oleomargarine, and butter substitutes and spreads are prohibited importation.	No.
Central African Republic	Yes.	No; import license carries right to foreign exchange.
Ceylon	Yes, except for "essential" commodities importable under open general license.	Yes.
Chad	Yes.	No; import license carries right to foreign exchange.
Chile	No; but goods not appearing on a list of permitted imports are prohibited importation, except into free port of Arica and provinces of Magallanes, Aysen, and Chiloe. Prior registration of imports is required, and many goods are subject to prior import guarantee deposits at the time of registration. Deposit is returned 90 days after date of deposit. Imports on permitted list are subject to additional tax in addition to usual import duties, which ranges from 0.1 to 200 percent of the c.i.f. value. Imports must be entered at Chilean customs within 120 days from date of import registration.	No; Payment for merchandise imports on the permitted list may be made at the official rate. Merchandise imports into Arica not on the official list of permitted imports or on list of essential products for Arica must be paid for at the free market rate.
Colombia	Yes; nearly all imports require an import registration certificate, which is issued upon payment of a deposit. Imports included in the "prior license" list also require a specific license from the import-control authorities.	No; importer purchases foreign exchange from the bank concerned upon submission of import registration and evidence (customs manifests) that the goods have entered Colombia.
Congo, Republic of (Brazzaville)	Yes.	No; import license carries right to foreign exchange.

See footnotes at end of table.

Country	Is import license necessary?	Is exchange permit required?
Congo, Republic of the (Leopoldville)	Yes.	Yes. Under "Is exchange permit required," wording should be changed to read: Normally import licenses are also authorizations for payment in foreign exchange. Exceptions are *sans paiement* licenses which are issued to importers with access to foreign exchange outside the Congo.
Costa Rica	No, except for live animals and for live plants, parts of plants, seeds, and the like.	No. Exchange regulations were lifted this year but many items are subject to import surcharges.
Cyprus	Yes; except for specified items on the dollar liberalization list, which are authorized imports in any quantity under "open import license."	Yes, but routinely issued upon approval of import license and for imports under "open import license."
Czechoslovakia	Yes.	Import license automatically provides for allocation of necessary, foreign exchange.
Dahomey	Yes.	No; import license carries right to foreign exchange.
Denmark	Yes; but no license is required for dollar goods on extensive general free list.	Yes; copy of license or importer's declaration with customs certification of import takes place of exchange license.
Dominican Republic	Technically no; but submission and return of a "statistical form" which must be submitted prior to ordering abroad is utilized in such a manner as to constitute an import license. Special import permits are required for highway construction machinery, radio transmitting equipment, railroad spikes, firearms, milk and milk products, rice, fruits and vegetables, seeds, tubers, rendered pork fat, and confectionery and other edible products in which sugar or chocolate constitutes the principal ingredient.	No; but there are administrative controls since all applications for foreign exchange require Central Bank approval. Importer must show that his "statistical form" has been approved when applying for foreign exchange to pay for imports.
Ecuador	Yes, except for small shipments; one copy must be presented to obtain consular legalization of prescribed documents. Some items considered nonessential are prohibited. Import quotas are imposed on certain items to stimulate local production. An advance deposit is required on most items.	No; import license carries right to foreign exchange.
El Salvador	No, except for a few items such as chemical and pharmaceutical products, strong liquors, essences for making liquor, cotton and sugar.	Yes.
Ethiopia	No.	Yes.
Finland	Yes; but an extensive list of goods may be imported without import license following action of Finland in placing imports from the United States and Canada on same basis as Western European countries participating in the multilateral trade and payments agreement. Commodities not on the import free list are subject, with certain exception, to a system of global quotas.	No separate permit required; import license carries right to foreign exchange.
France (including Algeria)	Yes, but only for a limited number of products specifically enumerated which are subject to quantitative import restrictions. All other products may enter under a simplified procedure. Customs authorities will allow imports of such products upon presentation by the importer of a customs declaration, supported by an invoice or commercial contract.	No.
French Caribbean Departments	No, except for a limited number of products specifically enumerated which are subject to quantitative import restrictions. These products include those listed for metropolitan France plus wood products and tractors. Beer is subject to license in Martinique and selected types of machinery in French Guiana.	No.
French Overseas Territories not elsewhere specified except French Somaliland	Yes, except on items on dollar liberalization list.	No.
French Somaliland	No.	No.
Gabon	Yes.	No; import license carries right to foreign exchange.
Germany, Federal Republic of, including West Berlin	No, except for a number of agricultural and some nonagricultural items which require an individually validated import license. Most industrial and a number of agricultural products may be imported freely under general license.	No.
Germany, Soviet zone, including Soviet sector of Berlin	Yes; Government monopolies for foreign trade are the only importers.	Yes.
Greece	No, except for specified items, including rice, motor vehicles, automotive chassis and bodies, automotive tires and tubes, used clothing, textiles, machinery and spare parts, precious metals and articles thereof.	No; but applications for foreign exchange must be registered with the authorities. Bank of Greece approval is required for goods imported under Agency for International Development procurement authorization.
Ghana	Yes, except for single copies of books and periodicals, samples, personal or household effects, certain gifts and articles for reimportation.	No; but application for foreign exchange must have the approval of the Bank of Ghana or an authorized dealer.
Guatemala	No, except for maps of Guatemala, explosives, poultry, and wheat flour.	No.
Guinea, Republic of	Yes.	Yes. Under "Is exchange permit required" should be changed to read: No: Import license carries right to foreign exchange.
Haiti	No, except for wheat-quota imports, tobacco products, matches, rice, butter, and shoe polish.	No.
Honduras	No, except for firearms, gunpowder, munitions, explosives, alcohol, narcotics, pharmaceutical specialities, animals, plants, and plant and animal products.	No.
Hong Kong	Yes, for dutiable, strategic, or short-supply goods. Relatively few items affected.	No, except for few transactions financed at official rate of exchange.
Hungary	Yes.	Yes.
Iceland	Yes, except for items on "special conditional free list" and a limited number of staples.	Yes, except for "special conditional free list" imports.
India	Yes, except for Government imports	Yes; foreign exchange is automatically released, however, upon presentation of validated import license to exchange bank.

Country	Is import license necessary?	Is exchange permit required?
Indonesia	Yes.	No.
Iran	No, except for specific items such as cement, dynamite, tobacco, and insecticides.	No, except for specific items such as firearms and explosives. Some items require prior permission of Government Ministries, e.g. certain medicines require approval from the Iranian Ministry of Health.
Iraq	Yes.	Yes; permits are obtained through licensed dealers unless otherwise authorized by the Central Bank.
Ireland	No, except a few products	No, except for importations exceeding £5,000 in any 12-month period.
Israel	Yes, for most commodities; however, there are about 200 items for which no license is required, including certain foods, minerals, chemicals, X-ray film, vitamins, hormones, antibiotics, rubber, wood, paper, hemp, jute, metallic goods, machinery and apparatus, and railway equipment.	Yes; however, the import license automatically insures the availability of foreign exchange.
Italy	No, except for a limited number of items listed on the Table "A Import", for which Foreign Trade Ministry license is required (items not included on this list are free of license).	No, except with advance or delayed payments for more than 180 days, and in a few other cases.
Ivory Coast	Yes.	No; import license carries right to foreign exchange.
Japan	Yes.	Some commodities, announced by Japanese Government from time to time, require allocation certificate; for others, import license carries right to foreign exchange.
Jordan	Yes, except for imports from Arab League States with which Jordan has agreements.	Yes, except Arab League States in some cases.
Korea, Republic of	Yes, Bank of Korea licenses more or less freely automatic approval items included in both the importable and the specific import item lists provided imported applies for a letter of credit and complies with the "checkprice" system established by the Ministry of Commerce and Industry. Other authorized imports require special license from MCI.	No. Items on Government's importable (essential) import list may be imported with foreign exchange deposited in an import account in the Bank of Korea, purchased from the Bank, or purchased at Government dollar sales. Items on the specific (less essential) list are importable only with exchange earned from exports.
Kuwait	No. except for firearms, munitions, poisonous substances, pork, pork products, and alcoholic beverages.	No.
Laos	Yes.	Yes.
Lebanon	Yes, for certain specified products	No.
Liberia	No. except for arms, ammunition, used clothing, pharmaceuticals, and rice.	No.
Libya	Yes. Licenses for goods which fall under general import license classification (all but a limited list) are granted automatically.	Yes; exchange permit issued automatically if import license has been issued.
Luxembourg[e]	No. except for specific items. Licenses usually freely granted, if still required.	No separate permit required.
Malagasy Republic	Yes.	No, import license carries right to foreign exchange
Malaya, Federation of	No. except for a few items not importable under open general license for reasons of health, safety, and morals.	No.
Mali	Yes.	No; import license carries right to foreign exchange.
Mauritania	Yes.	No; import license carries right to foreign exchange.
Mexico	Yes, for an extensive list of articles	No.
Morocco	Yes. A deposit of 25% of value of import must be made in advance by importer.	Yes.
Nepal	Yes.	Yes; but the import license authorizes purchase of foreign exchange.
Netherlands	No. except for a few items	No.
Netherlands Antilles	No, except for certain luxury items	No.
New Zealand	Yes, except for a few items such as sugar, sulfur, unmanufactured tobacco, and most petroleum products.	No.
Nicaragua	Yes.	No; import permit authorizes purchase of exchange.
Niger	Yes.	No; import license carries right to foreign exchange.
Nigeria	Yes, but about 95% of all goods are permitted under open general license.	No; import license generally assures release of foreign exchange.
Norway	No. except for a limited list of nonliberalized products.	No.
Pakistan	Yes, except for Government imports	Yes; foreign exchange is automatically released, however, upon presentation of validated import license to exchange bank.
Panama	No, except for arms, ammunition, wheat flour quota imports, salt, edible oils except olive oil, certain live animals, plants, flowers, soil, hay, straw, fertilizers, animal products except canned meats, certain tanned hides, toiletries, pharmaceuticals, and a limited number of agricultural commodities.	No.
Paraguay	No; most imports are subject to prior deposit in local currency before shipment.	No.
Peru	No, except for plants, roots, seeds, cuttings, animals, medicinal cigarettes, explosives, firearms and other weapons, alcoholic beverages, salt, tobacco, chemical and pharmaceutical products, matches, hatching eggs, and duplicating machines.	No permit as such; but letter of credit opened against exchange allocation is considered as exchange license. All licensing and exchange restrictions for imports lifted on January 21, 1962. Advance import deposits required for certain categories of imports, scheduled to be lifted pending a tariff revision.
Philippines	No permit as such but certain categories of imports are subject to advance deposits in the local currency.	Yes.
Poland	Yes	Yes.
Portugal, including the Azores and Madeira	Yes, but granted automatically for most products.	

Country	Is import license necessary?	Is exchange permit required?
Portuguese Colonies	Yes	Yes. In Angola, however, import license carries with it authorization to obtain foreign exchange needed for payment of goods to which license pertains.
Rhodesia and Nyasaland, Federation of	Yes, but all goods are freely importable under open general license.	Yes; import license carries right to foreign exchange.
Rumania	Yes	Yes.
Senegal	Yes	No; import license carries right to foreign exchange.
Sierra Leone	Yes; but only commodities such as cattle, firearms, and explosives are not imported under an open general license.	No; but application for exchange requires clearance by "authorized dealers."
Singapore [2]	No, except for a few items not importable under open general license for reasons of health, safety, and morals.	No.
Somali Republic	Yes	Yes.
South Africa, Republic of [4]	Yes; except for goods on the free list and exempted list, most consumer goods are licensed on basis of exchange quotas established by the Government. Motor vehicles of f.o.b. value over 1,900 rands (1 rand = US$1.40) are prohibited. Other goods, including capital goods and industrial raw materials, are licensed on basis of importers' current needs; policy is to grant license applications freely for "reasonable requirements." Licenses are valid for purchases in any country, including the United States.	No; import license carries right to foreign exchange from authorized banks to the amount indicated in the license.
Spain, including Canary Islands	Yes, except for items on liberalized list	Yes, except for items on liberalized list.
Spanish Africa	Yes	Yes; import license carries right to foreign exchange.
Sudan	Yes, except for an extensive list of commodities that may be imported under open general license from any source. All imports must be registered with the Ministry of Commerce, which may deny registration because of commercial policy or excessively high prices.	No. Exchange is automatically granted for all permitted imports.
Surinam	Yes, except for certain goods paid for by a confirmed bank credit against documents valid for a term not greater than 6 months, or by documentary drafts to be collected through a bank with a term not greater than 90 days.	No; import license carries right to foreign exchange.
Sweden	No, for all goods imported from United States except automobiles and certain agricultural products. Import licenses for automobiles are granted freely.	No separate permit required. Foreign exchange, including dollar exchange, is automatically made available if import license specifies payment in such currency and if license is registered with a foreign exchange bank within 2 months after issuance.
Switzerland	No, except for a few agricultural products and a limited number of industrial items, such as special type trucks, etc.	No.
Syria	Yes	Yes.
Taiwan (Formosa)	Yes	Yes, automatically granted with issuance of import license.
Tanganyika	No, except for certain primary products and munitions items.	No.
Thailand	No, except for specified items	No; but a "certificate of payment" issued by Bank of Thailand or authorized bank or company is required.
Togo	Yes	No; import license carries right to foreign exchange.
Tunisia	Yes	Yes.
Turkey	Yes	Yes; but one application suffices for both import license and exchange-control purposes.
United Arab Republic (Egypt)	Yes	Yes.
United Kingdom	No, except for a limited list of products; for example, grapefruit and citrus juices, fresh apples and pears, commercial airplanes, most citrus fruits, cigars.	Yes, but issued automatically.
Upper Volta	Yes	No; import license carries right to foreign exchange.
Uruguay	No. On September 29, 1960, Uruguay abolished all commodity prohibitions. The new system establishes 4 classes of imports: Those free of surcharge and prior deposits; goods subject to a surcharge of 40 percent of the c.i.f. value; goods subject to a surcharge of 75 percent; and imports with a surcharge of 150 percent and a prior deposit of 100 percent. Prior deposits are repayable after 9 or 12 months, depending upon the product, from date of registration with the Bank of the Republic of the intention to import. Size of surcharge depends upon essentiality of the product.	No.
U.S.S.R.	Yes; importing Government agencies are responsible for securing own permit.	Yes; all exchange is allocated by U.S.S.R. State Bank upon receipt of import license.
Venezuela	Yes, for an extensive list of articles	Required for transactions at the official rate. No permit needed for free market exchange.
Viet-Nam	Yes	Yes; import license carries right to foreign exchange.
Yugoslavia	No; but only licensed import firms are permitted to carry on import operations.	No; but Government maintains strict control over foreign exchange allocations.

[1] As most shipments to Afghanistan from the free world countries are shipped via Pakistan, shippers should take note that the border between Pakistan and Afganistan is presently closed to all commercial imports and exports. U. S. exporters should keep in touch with their forwarding agents for current information.

[2] Includes Bahamas; Bermuda; The West Indies (Barbados, Jamaica, Trinidad, Leeward Islands, and Windward Islands) Kenya; Uganda; Zanzibar; Gambia; British Guiana; British Honduras; and minor Colonies, Protectorates, and Trusteeship Territories.

[3] British Borneo (Brunei, North Borneo, and Sarawak) regulations are the same as Singapore's.

[4] Includes South West Africa, and the British High Commission Territories of Basutoland, Bechuanaland and Swaziland.

'MOTHER HEN' APPROACH

Successful exporters to help newcomers to international profits

Secretary Hodges appoints 12 business leaders to serve as regional chairmen in export drive

U.S. exporters, already successfully selling abroad, were being urged today to assume a "mother hen" approach in helping newcomers to profit from international trade.

The plan adopted by the National Export Expansion Council proposes that exporters, with well-established overseas trade connections, make their facilities available to businesses just entering international commerce. "In taking the new international trader under their wing, the experienced exporter would not only provide a much-needed helping hand but would also make a valuable contribution toward increasing the flow of American products to international markets," said NEEC chairman Neil C. Hurley, Jr.

The National Export Expansion Council is a group of 37 prominent business leaders who work for the promotion of U.S. export trade. Working with the Department of Commerce, the NEEC provides guidance to 34 regional export expansion councils.

At the meeting June 26th, Secretary of Commerce Hodges anounced the appointment of twelve business leaders to serve as Chairmen of their Regional Export Expansion Councils. The REEC's, made up of volunteer businessmen actively interested in international trade, conduct various educational and promotional programs aimed at encouraging more businessmen to enter export trade. The new Chairmen, who will serve until June 1, 1963, are:

W. N. Pendleton, Jr., Pres., Pendleton Shipping Co., Atlanta, Ga.; R.M. Binney, Vice-Pres., First National Bank of Boston, Boston, Mass.; William B. Hall, Senior Vice Pres., Detroit Bank & Trust Co., Detroit, Mich.; C. R. Harris, Pres., Pneumafil Corp., Charlotte, N.C.; I. Paul de Pedraza, Exec. Director, Florida Ports and GN Trade Council, Tallahassee, Fla.; C. Y. Thomas, Chairman of the Board, Spencer Chemical Co., Kansas City, Mo.; Robert R. Dockson, Dean, University of Southern California, Los Angeles, Calif.; A. B. Sparboe, Vice Pres., Pillsbury Co., Minneapolis, Minn.; William H. Lukens, Vice Pres., R. H. Hollingshead Corp., Camden, N.J.; Dr. R. C. Weems, Jr., Dean, Univ. of Nevada, Reno, Nev.; Adolph Schuman, Chairman of the Board, World Trade Center Authority, San Francisco, Calif.; John E. Cay, Pres., Palmer & Cay, Inc., Savannah, Ga.

Appointments of other REEC Chairmen are expected to be announced shortly.

Secretary of Commerce Luther H. Hodges and Secretary of the Treasury Douglas Dillon spoke briefly before the meeting.

Secretary Dillon described the various governmental actions taken to improve our balance of payments problem.

Other Commerce Department officials attending the Council meeting were Under Secretary of Commerce Edward Gudeman; Deputy Assistant Secretary William B. Dale; and L. Edward Scriven, Director, Bureau of International Business Operations.

The recommendation that experienced exporters aid newcomers in international trade was made by Morehead Patterson, Chairman of the Board of American Machine & Foundry Company. Mr. Patterson described how his company had adopted a policy of offering its worldwide export organization for the overseas sale of the products of other U.S. manufacturers.

Council members expressed considerable interest in President Kennedy's "E-For-Export" Award program. Under this program, an "E" flag and citation is given to manufacturers, companies, individuals, and organizations who have made an important contribution, in sales or promotion, to increase exports of U.S. goods.

A special committee was appointed to study future "E" award criteria and problems.

Secretary Hodges also presented three new Council members with Certificates of Appointments. They were:

Emil A. Kratovil, Pres., American Institute of Marine Underwriters, N.Y.C.; Walter H. Johnson, Jr., General Corporate Executive, Interpublic, Inc., N.Y.C.; and Harper Q. North, Chairman of the Board, Pacific Sem-Conductors, Inc., Lawndale, California.

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Phone: Mutual 2-3300, Ext. 492

Dollar drain slows; Canada trade seems chief cause of rally

$465 million went abroad in first quarter 1962; private capital outflows remain high; trade balance down

U. S. holdings of gold and convertible foreign currencies declined by about $465 million during the first quarter of 1962.

Gold and convertible currency holdings of the monetary authorities declined by $190 million, while liquid liabilities to foreigners and international organizations rose by $275 million, according to the Commerce Department's Office of Business Economics.

Seasonally adjusted, this amounts to a loss of about $475 million.

This represents a considerable improvement, not only from the exceptionally adverse balance of $1.4 billion in the last quarter of 1961, but also from the $600 million quarterly average for the year 1961.

The balance on goods and services was slightly less favorable than in the previous quarter.

While the trade balance was off by about $100 million, investment incomes substantially improved.

Government grants and capital outflows were lower than fourth quarter 1961, when capital contributions of about $170 million were made to the International Development Association (IDA) and the Inter-American Development Bank (IDB).

About three-fourths of total government disbursements were spent in the U. S. for goods exported, services, and refunding of loans.

Private capital outflows exceeded $1 billion. This was less than the nearly $1.2 billion in the fourth quarter of 1961, but still among the highest quarterly rates in recent years.

Major factors contributing to the large capital outflow were bank loans, particularly to Japan, and new issues of foreign securities, including a major issue by the International Bank. Direct investments continued approximately at the same rate as in 1961.

The outflow was partially offset by inflows of foreign capital, including direct investments, purchases of U.S. securities, and a rise in non-liquid funds held by foreign governments for military purchases.

Most of the improvement appears to have been due to transactions which cannot yet be explained from available statistics.

However, the area breakdown of the balance of payments data indicates that a large part of the shift in the balance on unrecorded transactions—from net payments of $400 million in the fourth quarter of 1961 to net receipts of over $200 million in the first quarter of 1962—was in transactions with Canada.

This suggests that large losses of reserves by Canada during the period may have been a factor in the improvement in our balance of payments.

Weaknesses which developed in the payments balances of several European countries and also contributed to the greater strength in our own.

The *Survey of Current Business*, from which this article was drawn, is available from Field Offices of the Department of Commerce or from the Superintendent of Documents, U. S. Government Printing Office, Washington 25, D.C., at an annual subscription rate of $4.00, including weekly supplements; single copy 30 cents.

Eximbank expansion loan goes to Chilean metal firm

The Export-Import Bank of Washington has signed an Alliance for Progress loan agreement which will provide $820,000 to a private Chilean metals working firm, Manufacturera de Metales, S. A., (MADEMSA) of Santiago.

Proceeds of the loan will enable MADEMSA to acquire U.S. equipment and machinery to expand its plant facilities. MADEMSA manufactures a variety of metal products including both industrial items and household appliances such as refrigerators and electric ranges.

In addition, MADEMSA products will be used in the Chilean Government's low cost housing program which envisions the construction of 200,000 units.

Machines and tools including shears, dies, enameling equipment, lathes, and items for use in foundries are expected to be among the orders placed in the U.S. The new machinery will enable MADEMSA to lower production costs in several of its product lines.

The Eximbank loan is to be repaid over a period of 6 years commencing in 1964.

$285 million U.S. loans help conserve India's reserves

Will pay for imports, power station, coal washery and locomotives

U.S. Steel considering building biggest Indian steel plant

The U.S. and India have officially signed 4 previously authorized development loans totalling $285 million to aid in the fulfillment of India's third 5-year plan.

By far the largest portion, $200 million, will be used to pay for essential Indian industrial exports and fertilizers, conserving her foreign exchange reserves which shrunk from $268.8 million to $210 million in the 2-month period ending May 31.

A $43 million loan will provide for purchase of 158 diesel locomotives by the Indian railway system, as well as spare parts for the engines and training of Indian technicians in the American factories producing them.

A third loan, for $38 million, will cover the foreign exchange bills for the 300,000 kilowatt Bandei thermal power station in the Calcutta region. When completed in 1964, this will be India's largest thermal power plant.

Finally, a fourth loan for $4.2 million will cover foreign exchange expenses involved in building a coal washery at Patherdih in West Bengal.

The loans are to be repaid in dollars over a 40-year period, with annual interest set at ¾%.

In the area of private activity in India, U.S. Steel has sent a 9-man team to survey Bokaro in Bihar State for the possible construction of what would be India's largest steel plant.

World Trade Opportunities

Brazil invites tenders for telephone lines

Brazil is inviting bids under three tenders for supply and installation of telephone equipment and projects for the State of Rio Grande Do Sul.

Bidding documents and additional specifications may be obtained from the Technical Directorate, Companhia Riograndense de Telecomunicacoes (CRT), Edificio Phenix, Praca 15 de Novembro 16, Pôrto Alegre.

CRT is a mixed company, controlled by the state government.

Bid closing date has not been announced; therefore interested firms should communicate with CRT as soon as possible.

Tender 1/62 calls for the following equipment for exchanges in towns indicated: 10,000 additional automatic telephone lines, Pôrto Alegre; 1,100 new automatic telephone lines, Novo Hamburgo; 800 new automatic telephone lines, Sta. Cruz do Sul; 900 new automatic telephone lines, Passo Fundo.

Tender 2/62 calls for wave transmitters equipment for the following routes: 1 system with 3 and 12 channels, Pôrto Alegre/Pelotas; 1 system with 3 and 12 channels, Pôrto Alegre/Sta. Maria; 1 system with 12 channels, initially equipped with 6 channels, Pôrto Alegre/São Leopoldo; 1 system with 3 channels, Pôrto Alegre/Palmeira.

Tender 3/62 calls for projects for the following radio circuits: Alegrete/São Borja, new 3 channel installation; Alegrete/Itaqui, new 1 channel installation; Cruz Alta/Passo Fundo, new 2 channel installation; Passo Fundo/Erechim, new 3 channel installation.

Australian power project opens for U.S. bidders

Bids are being invited by Australia for civil works associated with the Murray One power station.

Murray One (M1), Contract 20,066, is to be a 760 mw. surface (not underground) power station consisting of a concrete substructure supporting a structural steel frame with glass curtain walls and aluminum roof deck.

It will have eight machine bays, control building, assembly bay, transformer yard, and parking areas.

The building will be about 440 feet long, 54 feet wide, and 80 feet in height.

Also included in the work is the excavation for and construction of a concrete tailwater weir 35 feet high with a crest length of 140 feet, together with a tailwater channel.

Electrical and mechanical plant and equipment for the M1 power station will be the subject of other contracts.

Bids should reach Business Manager, Snowy Mountains Hydroelectric Authority, P.O. Box 332, Cooma North, N.S.W., before noon Sept. 3.

Documents are available from the Business Manager and Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

The documents include one copy of vols. 1-2 of specification 20,066; one copy of vols. 1-4 of SMA report on the geology of the Murray One Project and associated works; one copy of SMA report on the hydrology and meteorology of the Murray One and associated works; SMA requirements and procedures for supply of Portland cement, paints, and paint systems; general information for tenderers on Murray One Project and associated works; notes to be read in conjunction with U.S. Bureau of Reclamation Concrete Manual.

Copies of the documents are available for inspection or may be obtained at the Australian Consulates General in New York and San Francisco and the Bureau of Reclamation, Denver; or the Snowy Mountains Hydroelectric Authority for $22.50 a set.

Uruguay invites bids for refloating ship

Uruguay is inviting bids until Sept. 17 for the refloating of a wrecked ship, which is half sunk in the west sound of the canal at the entrance to the Port of Montevideo.

Only individuals or firms legally established in Uruguay may participate in public bids.

Interested U.S. firms should enter bids through their Uruguayan agent or representative.

Bids should be addressed to Prefectura General Maritima, Ministerio de Defensa Nacional, Montevideo, before the indicated date.

A copy of the call for bids, in Spanish, is available on loan to firms located in the U.S. from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Nigerian corporation seeks bids on transmission line

Tenders are being invited until Sept. 28 for supply and erection of a 330,000 volt transmission line between Aba and Onitsha in eastern Nigeria.

Contract 1033/203 will comprise about 85 miles of single circuit duplex 0.35 sq. in. cu. eq. ACSR conductor transmission line.

Completion date is December 1964.

Tenders are invited only from firms prepared to submit complete and comprehensive tenders for the entire supply and erection work.

Site work will include survey and clearing of the route trace.

Documents and a short precis of the extent and conditions of work involved may be obtained by writing Resident Engineer, Electricity Corp. of Nigeria, John Adam St., London, W.C.2, for $56 (WA£20), not refundable.

Offers invited by Peru for diesel locomotives

Bids will be invited July 2 by the British-owned Peruvian Corp. Ltd., operators of the Central Railway and the Southern Railway in Peru, for supply and delivery of standard-gage railway equipment.

Included in the tender are the following: For the Central Railway 19 diesel-electric locomotives of about 2,000 hp. and 3 diesel locomotives of about 1,000 hp.; for the Southern Railway 11 diesel-electric locomotives of about 1,2000 hp., 3 diesel-electric or hydraulic locomotives of about 325 hp., 40 gondola wagons, 120 cattle wagons, 6 bulk wheat wagons; for both railways 14,000 tons of 80-lb. yard rails and fittings.

Bids should reach the Peruvian Transport Purchasing Co., Ltd., Suffolk House, 5 Laurence Pountney Hill, Cannon St., London E.C.4, by noon Aug. 13, with two copies sent to the Peruvian Corp., Ltd., Aptdo. 1379, Lima, Peru, to arrive not later than Aug. 13.

Tender documents may be obtained from the Peruvian Transport Co. after July 2 for $14 an item, not refundable.

Tenders for 2,000 hp. locomotives will be accepted only from suppliers who have sent competent engineers to examine Peruvian railway conditions.

Payment will be in cash except for the 19 2,000-hp. locomotives.

Tenders offered by Iran for harbor construction

U.S. firms are invited by Iran to bid on the construction of a harbor at Bandar Abbas on the Persian Gulf.

The work will include dredging of about 7 million cubic meters of sand, silt, and clay; laying of two harbor moles requiring about 50,000 cubic meters of rock; construction of a reinforced concrete wharf 525 meters long, a 14,000 square meter warehouse, a timber jetty, harbor roads, an office building and houses, as well as supply of water, sanitary, and electrical facilities.

Bids should be made on a joint-venture arrangement with Iranian contractors.

Netherlands Engineering Consultants (NEDECO), consulting engineers for the project, expect to mail bid documents to approved firms about Aug. 1.

U.S. firms interested in bidding should write by July 15 to NEDECO, P.O. Box 1954, Teheran, enclosing the following information: Details of similar major projects recently completed, indicating the value of each; references from authorities; and bank references.

The construction of Bandar Abbas harbor is included in the Iranian Plan Organization's Third 5-Year Plan and is therefore related to the Plan Organization's pending loan application with the Agency for International Development.

Ceylon airport project opens for U.S. bidders

Bids are being invited by the Government of Ceylon for construction of Katunayake Airport, approximately 25 miles from Colombo.

The airport, partly financed by U.S. foreign aid funds, will be equipped to handle the latest type jet aircraft.

Included in the work are about 100,000 square yards of runway overlay; 365,000 square yards of bituminous paving on crushed stone base and subbase; 385,000 cubic yards of excavation and embankment; clearing and grubbing; concrete paving runway and taxiway painting; fence construction; as well as installation of culverts, underground duct and light bases, fueling and water lines; landscaping; and construction of 1.3 miles of access roads.

Only U.S. firms are eligible to participate in the bidding; bid deadline is 10:30 a.m. Oct. 1.

Preliminary deposit required, amounting to 5% of total bid.

U.S. firms interested in bidding on project should communicate by July 5 to Director of Civil Aviation, 3 Lotus Rd., Colombo 1, enclosing information on qualifications together with receipt for $25 deposit from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington 8, D.C.

Steam, electric equipment wanted by Ceylonese firm

Ceylon is inviting tenders for supply, erection, and commissioning of steam and electrical generation equipment and related services.

The works to be tendered are divided into three sections as follows: Section I, boilers for generation of steam; Section II, back pressure turbine and alternator for generation of electric power; Section III, steam pipe lines and condensate return system.

Interested firms may submit tenders for any one or more sections but not for part of a section, deadline 5 p.m. Aug. 17.

Tender documents will be issued free on application to the National Textile Corp. of Ceylon, 48 Sri Jinaratana Rd., Colombo 2; or by their consulting engineers, Ibcon Pvt., Ltd., Adelphi House, 119 Queen's Rd., Bombay 1.

Telephone, grader, pipe tenders open in Greece

Five new Greek tenders, estimated to cost $1.4 million have been opened to U.S. bidders.

Particulars are as follows:

Miscellaneous spare parts, $50,000, July 20; telephone equipment and material, $160,000, July 31; telephone sets, 101,000, $910,000, Aug. 2; bids invited by Greek Telecommunications Organization (OTE), 4 Sophocles St., Athens.

Graders, 45, $70,000, July 26; bids invited by State Purchases Directorate B', 50 Socratous St., Athens.

Steel pipe, 8, 10, 16, 24 in., $210,000, July 31; bids invited by Greek Water Co., 4 Kolokotroni St., Athens.

Copies of each tender, including specifications, are available on loan from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Trinidad, Tobago ask bids for insulation equipment

The Government of Trinidad and Tobago is calling for tenders for a supply of materials for a development program. (FCW, Apr. 16, p. 662.)

The tenders, Nos. 442-76, call for line hardware equipment, 12 kv. and 33 kv. pin type insulators, glass disc insulators, 33 kv. isolating switches, P.V.C. insulated aluminum conductors, duplex and triplex secondary wire, and aluminum tie wire.

Bids should reach Trinidad & Tobago Electricity Commission, 63 Frederick St., Port of Spain, by the method of payment as follows: (1) For the United Kingdom, bank transfers through Barclays Bank (D.C.O.), London, and (2) for all other countries, payments are made through local Trinidad banks upon receipt of shipping documents or at times by a letter of credit.

Separate envelopes, appropriately identified, must be used for each tender number; tenders must state delivery date in number of weeks from receipt of an official order.

Specifications are available on loan to firms located in the U.S. from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Korea invites tenders for passenger vessels

The Government of the Republic of Korea, Seoul, is inviting bids until 10 a.m. July 25 for two twin-screw motor passenger vessels of about 700 gross tonnage, estimated value $910,000.

The principal dimensions are as follows: Length overall 194 ft., length between perpendiculars 177 ft., breadth molded 30 ft., depth molded to upper deck 14 ft., designed load draught molded 10 ft.

The vessels are to be designed and built in the latest style, with the latest improvements.

A copy of the specifications and drawing is available on loan to firms located in the U.S. from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Specifications are also available from Chung Soo Park, Procurement Officer, Korean Embassy, 2322 Mass. Ave., NW., Washington 8, D.C.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

(★) indicates additional information on the export, import or international representation opportunities may be borrowed by U.S. firms in this country from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.; telephone WO 7-2381.

(★★) indicates opportunities obtained by U.S. trade missions to other countries. A (*) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilson, Business & Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.

(☆) indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans.

(●) indicates that the trade opportunity represents a request for bids by a foreign government agency.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, BIBO, U.S. Department of Commerce, Washington 25, D.C. The date following the letters WTD refers to the date of issuance of the report.

200 Food

Belgium

Raw materials for baking, pastry industries, confectionery, chocolate, cookie manufacturers; shelled almonds, hazelnuts, grated coconuts, walnuts, cashew kernels; dried raisins, currants; fruit preserves, honey; lard, cocoa butter; egg products; rice. N. V. Ets. Markelbach & Corne (importer, exporter, distributor), 24 Lange Herentalsestraat, Antwerp. WTD 6/6/62.

Italy

Canned food. Direct purchase and agency. A.R.V.E.N. Snc Attivita Rappresentanze Varie Estere Nazionali (importer, wholesaler), 8/18 Via XX Settembre, Genoa.

Kuwait

Canned, frozen food of all kinds. Direct purchase and agency. Akriam Mahmood Sultan (general merchant, transport, commission agent), P.O. Box 1431, Kuwait. WTD 6/5/62.

Libya

Canned foods. Direct purchase and agency. Samco (importing distributor), P.O. Box 104, Benghazi. WTD 4/11/62.

Canned, packaged soups; canned fruit, vegetables, fish, meat; breakfast cereals; dried beans, peas, lentils, broad beans; tea, coffee; chocolates, other candies; butter, cheese, vegetable oil, vegetable ghee; fruit squash; nuts; all types of frozen foods. Saber Gibril Ezzway (importing distributor), P.O. Box 384, Benghazi. WTD 5/31/62.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Ireland

Prunes in bulk, dried large-size lima beans, canned citrus fruit. P. Moylett & Co., Ltd. (importing distributor), 7 Pearse St., Dublin.

Canned fruit of all types, such as pears, peaches, fruit cocktail, fruit salad, citrus varieties, juices. J. Garvey & Sons (wholesale grocer), South Quay, Drogheda, Co. Louth.

Israel

★★ Dried prunes, raisins, apples. Raphael Meltz, 87, Allenby Rd., Tel Aviv. WTD 11/26/52

204 Grain Mill Products

Cyprus

Rice, liquid glucose. Direct purchase and agency. Ghalanos Bros. Ltd. (importing distributor, manufacturer's agent, manufacturer), P.O. Box 45, Famagusta. WTD 12/22/59.

Ireland

Rice, precooked and regular. Exclusive direct purchase. P. Moylett & Co., Ltd. (importing distributor), 7 Pearse St., Dublin.

Long-grain rice. J. Garvey & Sons (wholesale grocers), South Quay, Drogheda, Co. Louth.

220 Textile Mill Products

Cyprus

All kinds of textiles. Direct purchase and agency. Kyriaco Stylianou, Ltd. (importing distributor, manufacturer's agent, commission merchant), P.O. Box 13, Larnaca. WTD 6/1/62

Germany

All types of fabrics for readymade clothing, including coated fabrics for ladies' outer garments, lingerie. Direct purchase and agency. Walter Friztsche (importer, wholesaler, manufacturer's agent), 10 Schuerkesfeld, Osterath-Struemp. WTD 6/1/62.

Netherlands Antilles

All kinds of piece goods. Adolf Groder, Panama Store (importer, wholesaler, retailer), Zeppenveldstraat 9, San Nicolas, Aruba. WTD 6/5/62.

221 Broad Woven Fabric Mill Products, Cotton

Burma

● White shirting, calandered, 2,700,000 yd., (36 in. x 40 yd.) to be delivered in lots of 900,000 yd. over 3-month period, including 900,000 yd. each of following: Yarn count in gray warp 19, weft 24, threads per in. in gray 56 warp. weft 52; yarn count in gray warp 22, weft 28, threads per in in gray warp 56, weft 52; yarn count in gray warp 28, weft 38, threads per in. in grap warp 64, weft 60; tender 11 SNI 62, bid deadline noon July 16. 3 pieces each of 1 full yd. length sample required with tender to Chairman, Civil Supplies Management Board (Textile Imports Branch), 77/91 Sule Pagoda Rd., Rangoon. ★

222 Broad Woven Fabric Mill Products, Manmade Fiber Silk

Kuwait

Synthetic fiber piece goods for tropical wear. Abdurazzak al Kadhami & Sons (wholesaler, retailer, commission agent, tailor), P.O. Box 3444, Kuwait. WTD 6/4/62.

225 Knitwear

Germany

Ladies' knitwear, hose. Direct purchase and agency. Walter Fritzsche (importer, wholesaler, manufacturer's agent), 10 Schuerkesfeld, Osterath-Struemp. WTD 6/1/62.

227 Floor Covering Mill Products

Netherlands Antilles

Carpets. Adolf Groder, Panama Store (importer, wholesaler, retailer), Zeppenveldstraat 9, San Nicolas, Aruba. WTD 6/5/62.

229 Miscellaneous Textile Goods

Cyprus

Sanitary towels. Direct purchase and agency. Sophocle Dimitriades & Son (importer, distributor, manufacturer's agent, commission agent), P.O. Box 222, Nicosia. WTD 12/27/61.

230 Apparel

Germany

Ladies' accessories, such as silk shawls, scarfs, bows, ties, leather girdles, artificial flowers, sweaters, skirts, handkerchiefs. Direct purchase and agency.

Walter Fritzsche (importer, wholesaler, manufacturer's agent), 10 Schuerkesfeld, Osterath-Struemp. WTD 6/1/62.

Sports, camping wear for ladies, men, children. Direct purchase and agency. Heinrich Schaefer (retailer, wholesaler, importer), 17 Langgasse, Wiesbaden. WTD 5/29/62.

Low-priced men's boys' plastic, leather belts; neckties of synthetic fibers. U. J. Jessen & Co. (importing distributor), Ernst-Merck Str. 12-14, Hamburg 1. WTD 4/11/62.

Kuwait

Ladies', children's clothes. Ahmed el Bassam (commission agent, wholesaler, retailer, representative), P.O. Box 2125, Kuwait. WTD 6/4/62.

Netherlands Antilles

Clothing for men, women, children, including hats. Adolf Groder, Panama Store (importer, wholesaler, retailer), Zeppenveldstraat 9, San Nicolas, Aruba. WTD 6/5/62.

234 Women's, Misses', Children's, Infants' Undergarments

Germany

Ladies' lingerie, night gowns, dressing gowns, petticoats, brassieres, foundation garments. Direct purchase and agency. Walter Fritzsche (importer, wholesaler, manufacturer's agent), 10 Schuerkesfeld, Osterath-Struemp. WTD 6/1/62.

239 Miscellaneous Fabricated Textile Poducts

Germany

Tents. Direct purchase and agency. Heinrich Schaefer (retailer, wholesaler, importer), 17 Langgasse, Wiesbaden. WTD 5/29/62.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

Libya

Prefabricated houses, doors, windows. Direct purchase and agency. Samco (importing distributor), P.O. Box 104, Benghazi. WTD 4/11/62.

249 Miscellaneous Wood Products

Morocco

Battery separators. S. A. Casabloc (assembler), 163 rue Hadj Amar Riffi, Casablanca. WTD 5/29/62.

251 Household Furniture

Netherlands Antilles

All types of beds, mattresses. Adolf Groder, Panama Store (importer, wholesaler, retailer), Zeppenveldstraat 9, San Nicolas, Aruba. WTD 6/5/62.

252 Office Furniture

Libya

Office furniture. Direct purchase and agency. Samco (importing distributor), P.O. Box 104, Benghazi. WTD 4/11/62.

254 Partitions; Shelving; Lockers; Office, Store Fixtures

Germany

Fixtures, shelves, other equipment for supermarkets, particularly steel equipment for store installations. Hansa Kontor Aussenhandels GmbH (importing distributor), 16 Friesenplatz, Koeln. WTD 7/13/61.

261 Pulp Mills

U.A.R. (Egypt)

Woodpulp for paper manufacture. Egyptian Kraft Paper Co., S.A.E. (manufacturer), 26 Cherif St., Immobilia Bldg., Cairo. WTD 6/6/62.

262 Paper Mill, Except Building Paper Mill Products

Iran

● Kraft liner, 1,550 tons, and 115.5 tons medium semikraft fluting; bid deadline Aug. 9. Kraft paper, 60 tons; bid deadline July 17. Iranian Tobacco Monopoly, Ministry of Finance, Tehran. ★

264 Converted Paper, Paperboard Products

Cyprus

Paper handkerchiefs, toilet paper. Direct purchase and agency. Sophocle Dimitriades & Son (importer, distributor, manufacturer's agent, commission agent), P.O. Box 222, Nicosia. WTD 12/27/61.

Thailand

☆File folders, natural color, Kraft, ⅓ cut, 9½ x 14 in., 75,000; blank metal tab guides, 8 x 8 in., 3,000; blank metal tab guides, 8 x 5 in., 2,000. AID code 591; Bid 551. Bids deadline July 16. Thai Technical & Economic Cooperation, Procurement & Supply Div., 962 Krung Kasem Rd., Bangkok. ★

281 Industrial Chemicals

Netherlands

Chemical specialties for textile finishing. Direct purchase and agency. Chemische Fabriek Triade (importing distributor, exporter), 33 Prins Hendrikstraat, Naaldwijk. WTD 1/25/62.

282 Plastics Materials, Synthetic Resins, Rubber, Other Man-made Fibers

Mozambique

Plastics materials. Companhia Industrial de Plasticos, S.A.R.L. (manufacturer), 136 Av. Alvares Cabral, P.O. Box 1043, Lourenço Marques. WTD 2/6/62.

South Africa

Chemicals for manufacture of synthetic sponge foam rubber. Rand Upholsterers (Pty.), Ltd. (importer, manufacturer), 69 Kimberley Rd., Ophirton. Johannesburg. WTD 6/4/62.

Switzerland

Natural polyethylene for manufacture of electric conduits. Jansen & Co., Ltd. (manufacturer), Oberiett, Canton St., Gallen. WTD 2/27/62.

283 Drugs

Iraq

● Antituberculosis chemotherapy medications, including streptomycin sulfate plus dihydro-streptomycin sulfate plus izonicatinic acid hydrazide; isonicotinic acid hydrazide; calcium benzoyl P.A.S. plus isonicotinic acid hydrazide; nicotinaldehyde thiosemicarbason plus isonicotinic acid hydrazide; cycloserine; syrup isoniconitic acid hydrazide; ethionamide (trescatyl); viomycin; various quantities in tablets and vials for use by Ministry of Health; bid deadline July 29. Terms, specifications available from Secretary of Committee, Central Foreign Purchasing Board, Ministry of Finance, Baghdad, for $5.60 (2 dinars); additional $.70 should be added for airmail charges. ★

Libya

Pharmaceuticals. Saber Gibril Ezzway (importing distributor), P.O. Box 384, Benghazi. WTD 5/31/62.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Cyprus

Toilet soap, shampoos; detergents, powder and liquid. Direct purchase and agency. Sophocle Dimitriades & Son (importer, distributor, manufacturer's agent, commission agent), P.O. Box 222, Nicosia. WTD 12/27/61.

Israel

★★ Acidulated soya soap stock. Raphael Meltx, 87 Allenby Rd., Tel Aviv.

Italy

Perfumes, deodorizers, disinfectants. Direct purchase and agency. A.R.V.E.N. S.n.c. Vattivita Rappresentanze Varie Estere Nazionali (importer, wholesaler), 8/18 Via XX Settembre, Genoa.

Libya

Cosmetics, soap, soap powder, toiletries. Saber Gibril Ezzway (importing distributor), P.O. Box 384, Benghazi. WTD 5/31/62.

287 Agricultural Chemicals

Cyprus

Insecticides, sprays. Direct purchase and agency. Sophocle Dimitriades & Son (importer, distributor, manufacturer's agent, commission agent), P.O. Box 222, Nicosia. WTD 12/27/61.

Ireland

All kinds of fertilizers. Direct purchase and agency. Thomas Jordan (Proprietor E. T. Jordan) (importing distributor), James' St., Kiltimagh, Co. Mayo.

Libya

Insecticides. Saber Gibril Ezzway (importing distributor), P.O. Box 384, Benghazi. WTD 5/31/62.

289 Miscellaneous Chemical Products

Libya

Explosives for petroleum exploration. Direct purchase and agency. Samco (importing distributor), P.O. Box 104, Benghazi. WTD 4/11/62.

301 Tires, Inner Tubes

Congo

All types of tires, especially for trucks, tractors, scrapers, automobiles. Dimex Congo (importer), B.P. 2558, Léopoldville I. WTD 5/28/62.

Pakistan

● Tires, 172; tubes, 170; various sizes, ply; tender 661/DS/144/Z-XXXVI, bid deadline July 17. Stores Directorate, Electricity (Operation Branch), West Pakistan Water & Power Development Authority (WAPDA), Bharat Bldg., Lahore. ★

306 Fabricated Rubber Products

Cyprus

Rubber goods such as hot water bottles, hygiene articles. Direct purchase and agency. Sophocle Dimitriades & Son (importer, distributor, manufacturer's agent, commission agent), P.O. Box 222, Nicosia. WTD 12/27/61.

Morocco

Hard rubber battery containers. S. A. Casabloc (assembler), 163 rue Hadj Amar Riffi, Casablanca. WTD 5/29/62.

307 Miscellaneous Plastics Products

Germany

Plastic accessories used in construction of furnishings, shelves, cases for shops, stores, such as stands, holders, rails, fittings. "Flamingo" Karl Flemming's Ladenbau (manufacturer), Silixen ueber Rinteln/Weser. WTD 4/25/62.

311 Leather Tanning, Finishing

Cyprus

Sole, dressed leather. Direct purchase and agency. Kyriaco Stylianou, Ltd. (importing distributor, manufacturer's agent, commission merchant), P.O. Box 13, Larnaca. WTD 6/1/62.

314 Footwear

Netherlands Antilles

Shoes, sandals for men, women, children. Adolf Groder, Panama Store (importer, Wholesaler, retailer), Zeppenveldstraat 9, San Nicolas, Aruba. WTD 6/5/62.

322 Glass, Glassware

Cyprus

Feeding bottles. Direct purchase and agency. Sophocle Dimitriades & Son (importer, distributor, manufacturer's agent, commission agent), P.O. Box 222, Nicosia. WTD 12/27/61.

Morocco

Fiber-glass battery retainer mats. S. A. Casabloc (assembler), 163 rue Hadj Amar Riffi, Casablanca. WTD 5/29/62.

Netherlands Antilles

All kinds of household glassware. Adolf Groder, Panama Store (importer, wholesaler, retailer), Zeppenveldstraat 9, San Nicolas, Aruba. WTD 6/5/62.

331 Steel Mill Products

Cyprus

Concrete reinforcing bars, fabricated and sheet metal roofing. Direct purchase and agency. Kyriaco Stylianou, Ltd. (importing distributor, manufacturer's agent, commission merchant), P.O. Box 13, Larnaca. WTD 6/1/62.

Greece

● Iron, 180 tons, including flats, industrial rounds, equal legged angles, plates, sheets, beams; estimated value $30,000; tender B/310, bid deadline 1 p.m. July 26. State Purchases Directorate B', 50 Socratous St., Athens.★

Philippines

● Tubular foundation piles; 10 a.m. July 30; Dept. of Public Works & Communications (D.P.W.C.), Foreign Loan Office, Philippine Embassy, 1617 Mass. Ave., NW. Washington 6, D.C. Procurement financed by Eximbank loan to Philippine government. For particulars communicate with Jose S. Arvisu, Chairman Bid Committee, Embassy of Philippines.

336 Nonferrous Foundry Products

Iraq

● Brass, copper strips, solder in ingots, 1-year requirements; tender EME/2, bid deadline July 30. Terms and specifications available from Directorate of Contracts & Purchases, Ministry of Defense, Baghdad, for $1.40.★

342 Cutlery, Handtools, General Hardware

Cyprus

Razors, blades. Direct purchase and agency. Sophocle Dimitriades & Son (importer, distributor, manufacturer's agent, commission agent), P.O. Box 222, Nicosia. WTD 12/27/61.

Germany

Special knives, similar articles to cut hardboard cartons. Hansa Kontor Aussenhandels GmbH (importing distributor), 16 Friesenplatz, Koeln. WTD 7/13/61.

High quality handtools. Direct purchase and agency. Walter Finkeldei Werkzeugfabrik (manufacturer), 1-17 Koenigsbergerstr., Wuppertal-Barmen. WDT 6/5/62.

Iran

Builders' hardware; door trim, locks. Payar Co., Ltd. (importer, exporter), 30 Ave. Villa, Tehran. WTD 2/3/62.

South Africa

Bearing pullers. Hymie Posniak, A. Posniak & Sons (Pty.), Ltd. (importing distributor), 58 Darling St., P.O. Box 1259, Cape Town.

Sweden

Handtools for automobile, workshop industries. Jarnbolaget-E. L. Bengtsson wholesaler, importer, distributor), Laholm. WTD 5/29/62.

344 Fabricated Structural Metal Products

Libya

Prefabricated houses, doors, windows. Direct purchase and agency. Samco (importing distributor), P.O. Box 104, Benghazi. WTD 4/11/62.

345 Screw Machine Products; Bolts, Nuts, Screws, Rivets, Washers

Germany

Wood screws; bright, galvanized (zinc), chrome-plated; according to German standards DIN 95, 96, 97; brass, iron, light metal; self-tapping screws made of iron according to German standards DIN 7971, 7972, 7973, 7981, 7982, 7983. Gebr. Happich GmbH (importing distributor, exporter, wholesaler, manufacturer), Postfach 67, Wuppertal-Elberfeld. WTD 6/7/61.

349 Miscellaneous Fabricated Metal Products

Australia

Gold leaf strip for embossing books, leather bags, similar articles by applying pressure with pen or type. Excelsior Supply Company Pty., Ltd., 154-60 Broadway, Sydney, N.S.W. WTD 2/13/57.

Germany

Metal accessories used in construction of furnishings, shelves, cases for shops, stores, such as stands, holders, rails, fittings. "Flamingo" Karl Flemming's Ladenbau (manufacturer), Silixen ueber Rinteln/Weser. WTD 4/25/62.

Greece

● Water supply material for rail cars, locomotives, including cast-iron valves, water castings, water cranes; estimated value $6,000; tender 5544, bid deadline noon July 17. Greek State Railways (SEK), 34 Themistocleous St., Athens.★

Taiwan

● Altitude control valves, 2 sets for controlling water level in distribution reservoirs, double acting, either rubber seated butterfly with hydraulic cylinder operator combined with altitude controller to initiate operation of valve, or globe type self-acting automatic altitude valve; tender GF3E9862R, bid deadline 3 p.m. July 19. Purchasing Dept., Central Trust of China. 68 Yen Ping Nan Rd., Taipei. This material for $4.4-million Taipei waterworks project financed by International Development Assn. loan.★

352 Farm Machinery, Equipment

Bolivia

Agricultural, general farm equipment. Interamerican Oil & Machinery Co., S.A. (sales agent), Plaza Venezuela 1456, La Paz. WTD 5/28/62.

Iraq

● Supply of agricultural machinery, accessories; tender 15-Production, bid deadline not indicated. Terms, specifications available from Purchasing Sec., Dairy Administration, Baghdad, for $2.80 (1 dinar).

Ireland

Hay-saving machinery, bailers for use with low-power tractors. Direct purchase and agency. B. J. Morahan (manufacturer's agent), Ballinagare, Castlerea, Co. Roscommon.

Sweden

Newly developed agricultural tools, implements; machinery, equipment for green fodder silage. Falk & Co., Ltd., AB (importing distributor, manufacturer's agent), 34 Tegnergatan, Stockholm. WTD 12/14/61.

353 Construction, Mining, Materials Handling Machinery, Equipment

Bolivia

Mining machinery, equipment; oilfield exploration, production equipment. Interamerican Oil & Machinery Co., S.A. (sales agent), Plaza Venezuela 1456, La Paz. WTD 5/28/62.

Ceylon

☆ Equipment for Katunayake Airport Development Project: Rotary sweepers, tender AID-19; pneumatic tired bituminous finisher, AID-20; 10-30-ton self-propelled pneumatic tire roller, AID-21; pneumatic tired roller 50 tons (towed type), AID-22; 8-10-ton tandum roller, AID-23; 12-15-ton 3-wheeled roller, AID-24; towed type vibrating roller, AID-25; portable vibrating compactor manually operated, AID-26; 4-wheel front end loader 1¾ cu. yd. SAE struck capacity, AID-27; ¾ cu. yd. 25-ton lift capacity truck crane, AID-28; trailer-mounted mobile workshop, AID-29; truck axle, load pit scales 30 tons max. capacity, AID-31. Loan 156; U.S. source. Bid deadline July 26. Tender forms available at Embassy of Ceylon, 2148 Wyoming Ave. NW., Washington 8, D.C.★

☆ Wagon drill drifter type, 4 tender AID-32; rock drills, 8. AID-33; 600 c.f.m. rotary compressors, diesel engine driven, 2. AID-34; additional supplies for wagon drills, rock drills, air compressors, AID-35; electric welders (300 a.). 3. AID-36; generator sets, electric, diesel engine

driven, skid mounted, with housing, 5 k.w., 2 sets, AID-37; pumps, water, centrifugal, 4-in., 40,000 g.p.h. 2-wheeled trailer mounted, 2, AID-38; concrete saw and blades, AID-39; electric-driven concrete vibrators, 2, AID-40; aggregate weighing platform scales, portable type. AID-41; concrete carts pneumatic tired, 6, AID-42; 1 cu. yd. construction mixer, AID-43. Bid deadline Aug. 1.

Chairman, Tender Board, Ministry of Transport & Works, P.O. Box 547, Colombo.★

Greece

● Mechanical loaders, 2 diesel powered, bucket capacity ¾ cu. yd.; tender B/353, bid deadline July 21. State Purchases Directorate B', 50 Socratous St., Athens. ★

India

● Crawler crane, 100 metric ton capacity, diesel driven; tender PB/561/62/VKV, bid deadline 3 p.m. (I.S.T.) July 10. Chief Purchase Officer, Fertilizer Corp. of India, Ltd., Trombay Div., Prabhu Kunj, Peddar Rd., Bombay 26. Tender documents available from India Supply Mission (ref. D/ENQ/483), 2536 Mass. Ave., NW., Washington 8, D.C., for $3.15 each, not refundable.

Iran

Construction machinery, equipment for roads, airports, buildings. Payar Co., Ltd. (importer, exporter), 30 Ave. Villa, Tehran. WTD 2/3/62.

Iraq

● Road construction equipment, including bulldozers, graders, spare parts; tender DME/9, bid deadline July 9. Terms, specifications available from Directorate, Contracts & Purchases, Ministry of Defense, Baghdad, for $.70.

Ireland

Mining equipment, mechanical handling equipment, contractor's plant, earthmoving equipment. Blackwood Hodge (Ireland), Ltd. (manufacturer's agent), Euclid Works, Long Mile Rd., Dublin 12. WTD 5/25/60.

Libya

Petroleum drilling materials. Direct purchase and agency. Samco (importing distributor), P.O. Box 104, Benghazi. WTD 4/11/62.

Netherlands

Complete dredging equipment (traveling chains); suction dredgers (cutter headed); parts for dredging equipment, such as cutters, hydraulic equipment for suction dredges, traveling chains, engines, pumps. Wegusta Staal N.V. (importing distributor), Groothandelsgebouw B 7, Rotterdam.

Fork-lift trucks, new only. Direct purchase and agency. A. W. Rolloos (importer, wholesaler, exporter), 734 's-Gravenweg, Rotterdam 17. WTD 5/28/62.

Sweden

Crawler snow tractors. Ingeniorsfirman Belos AB (importing distributor, manufacturer's agent), Alviksvagen 30, Bromma. WTD 2/21/62.

Taiwan

● Traveling hoist, accessories, spare parts, electric motor operated monorail, max. handling load 2 metric tons, lifting height 5 m., traveling length (rail length) 30.6 m., approx. various speeds, hoisting 8.5 m per min., traveling 20 m. per min.; control from floor by crab or pushbuttons, height between monorail and floor 5 m., electricity 220/440 v., 3 ph., 60 c., a.c.; hoist complete with monorail of 30.6 m. long with clamping materials; rail dimension 250 x 125 x 10 mm. steel I beam; tender GF3E9862Q, bid deadline 3 p.m. July 16. Purchasing Dept., Central Trust of China, 68 Yen Ping Nan Rd., Taipei. This equipment for $4.4-million Taipei waterworks project financed by International Development Assn. loan.★

354 Metalworking Machinery, Equipment

Brazil

All types of metalworking equipment, stamping, cutting, lathes; tools for metalworking machinery. Direct purchase and agency. Importadora de Ferramentas Pontes, Ltda. (importing distributor, manufacturer's agent), Av. da Luz 953, São Paulo 2, S.P. WTD 6/1/62.

Germany

Portable electric tools such as small electric drilling machines, tools for home workshops. Direct purchase and agency. Walter Finkeldei Werkzeugfabrik (manufacturer), 1-17 Koenigsbergerstr., Wuppertal-Barmen. WTD 6/5/62.

Iraq

● Supply of 1 high-speed single-action "press" for making screws, rivets, bolts; tender DME/8, bid deadline July 9. Terms, specifications available from Directorate, Contracts & Purchases, Ministry of Defense, Baghdad, for $1.40.★

Jamaica

Machinery to manufacture chain link fencing from 3-10 ft. wide with wire gages varying from 12-7. Metal Fencing, Ltd. (distributor), 8 South Camp Rd., Kingston. WTD 5/29/62.

Norway

Machinists' precision gages. Direct purchase and agency. Willy Gjertsen (importing distributor, manufacturer's agent), 7 Karl Johansgate, Oslo. WTD 3/30/62.

South Africa

Automotive service equipment: For rebuilding clutch plates, carburetors, clutch housing and generators; tire mounting equipment; auto wheel balancers, accessories; mica undercutters for automotive, electrical trades; towing poles, towing bars; hydraulic spreaders used in body repair shops; commutator truing tools for automotive, electrical trades; body straightening equipment. Hymie Posniak, A. Posniak & Sons (Pty.), Ltd. (importing distributor), 58 Darling St., P.O. Box 1259, Cape Town.

Thailand

☆ Lubricating tools, wrenches, drill sets. AID code 680, Bid 551. Bid deadline July 16. Thai Technical & Economic Cooperation, Procurement & Supply Div., 962 Krung Kasum Rd., Bangkok. ★

355 Special Industry Machinery

Germany

Graphic machinery, equipment such as printing presses, collators for production of marginally punched continuous forms, snap-out forms. Sueddeutsche Spezialdruckerei Hermann Jung (manufacturer), 2-10 Litzenhardtstr., Karlsruhe/Baden. WTD 5/25/62.

Greece

● Procurement, installation at Athens Central Vegetable Market (now under construction at Agios Ioannis Rentis) of mechanical equipment for poultry slaughterhouse, capacity 1,300 poultry (hens or pullets) or about 900 turkeys per hour; bid deadline July 31. Housing Service, Ministry of Public Works, Div. E6, Metohikon Tameion Bldg., 2 Spyrou Milliou St., Athens. ★

● Proof printing press for official gazette, 32 x 70 or 35 x 50 cm. min., power drive with electric inking; 1 variable size web-fed rotary letterpress with complete stereo installation, max. size of printed sheet 75 x 105 cm., min. size 58 x 86 cm.; tender B/331, bid deadline July 12. State Purchases Directorate B', 50 Socratous, St., Athens.★

Iraq

● Equipment for testing fuel pumps, front flange pumps, injectors, cylinder pumps; tender DME/12, bid deadline July 23. Terms, specifications available from Directorate of Contracts & Purchases, Ministry of Defense, Baghdad, for $1.40 ★

Mozambique

Machinery for manufacture of plastic articles. Companhia Industrial de Plasticos, S.A.R.L. (manufacturer), 136 Av. Alvares Cabral, P.O. Box 1043, Lourenço Marques. WTD 2/6/62.

Norway

Plastics working machinery such as injection molding machines; preform, transfer presses; high frequency welding machines. Direct purchase and agency. E. Syrdalen (importing distributor, manufacturer's agent), 4 Trondheimsveien, Oslo. WTD 5/29/62.

South Africa

Machinery for manufacture of synthetic sponge foam rubber for upholstery, padded surfaces, mattresses, auto seats. Rand Upholsterers (Pty.), Ltd. (importer, manufacturer), 69 Kimberley Rd., Ophirton, Johannesburg. WTD 6/4/62.

356 General Industrial Machinery, Equipment

Israel

★★ Composting garbage treatment plants for small municipalities. Sheev Co., Ltd.—CTA, Ltd., Industrial & Municipal equipment, and "Shoev" Producing & Distributing Co., Ltd., 161 Nahlat Benyamin, Tel Aviv.

Norway

Cargo oil pumps; centrifugal, piston types. Torleiv S. Corneliussen A/S (importing distributor, wholesaler, retailer), Bygdo Alle 23, Oslo. WTD 3/13/61.

South Africa

Adaptable hydraulic jacks; portable, commercial paint spraying equipment. Hymie Posniak, A. Posniak & Sons (Pty.), Ltd. (importing distributor), 58 Darling St., P.O. Box 1259, Cape Town.

357 Office Machines, Equipment

Australia

● Digital computer for research laboratories, with storage of not less than 70,000 bits equipped for imput and output via 5-channel paper tape, reader photoelectric with speed of 200 ch/sec. or better; schedule C.8976, bid deadline 3 p.m. July 26. Controller, Stores & Contracts, Postmaster-General's Dept., 114 Russell St., Melbourne, C.1. ★

Israel

★★ Digital instrumentation, related parts, accessories. Istelco Agencies, Ltd., 42 Mazeh Str., Tel Aviv. WTD 4/8/60.

Taiwan

● Platform scale and spare parts, designed for weighing 2 chlorine ton containers, dial indicator shall have approximate 20" reading circle, graduation between 0 to 3,000 kg., and a dimension of

approximately 60" x 80" with dial indicator along short side; Tender No. GF3E-9862Q, bid deadline 3 p.m. July 16. Purchasing Department, Central Trust of China, 68 Yen Ping Nan Road, Taipei. This equipment for the $4.4 million Taipei Water Works Project financed by International Development Association loan. ★

Thailand

☆ Desk calculators, 6, AID code 700. Limited worldwide (898). Bid 550. Bid deadline July 9.

☆ Safe, steel cupboard, typewriters. AID code 680, 700. Bid 555. Bid deadline July 18. Thai Technical & Economic Cooperation, Procurement & Supply Div., 962 Krung Kasum Rd., Bangkok.★

358 Service Industry Machines

Greece

● Refrigerating, air-conditioning machinery for installation at milk-processing plants under construction at Corfu (island), Nea Moudania (Chalkidiki), Drama, Patras & Serrai; file 1645/1, bid deadline 1:30 p.m. July 14. Permanent Supplies Committee, Agricultural Bank of Greece, 23 Venizelos St., Athens. Plans of building installations of milk industries obtainable for about $2.85 (85 drachmas) per set (12 plans) from George Vassilopoulos, 15-a Xenophontos St., Athens.★

Iran

Air-conditioning equipment. Payar Co., Ltd. (importer, exporter), 30 Ave. Villa, Tehran. WTD 2/3/62.

Italy

Air-conditioning, refrigerator equipment. Direct purchase and agency. R.A.F.A. Rappresentanze Accessori Frigoriferi Automatici, di Alessandro Poggio (sales agent, retailer), 55 r. Via Tommaso Invrea, Genoa.

Libya

Household air conditioners. Direct purchase and agency. Samco (importing distributor), P.O. Box 104, Benghazi. WTD 4/11/62.

Saudi Arabia

Air coolers. Muhammad 'Abd al-'Aziz al-Hamidi (importing distributor), P.O. Box 130, Riyadh. WTD 2/28/62.

Sweden

Large vacuum cleanera, sweepers for garage, industrial use; pumps, meters, related products for gas, oil service stations. Ingeniorsfirman Belos AB (importing distributor, manufacturer's agent), Alviksvagen 30, Bromma. WTD 2/21/62.

Taiwan

● Chlorinators, accessories, spare parts, 1 set with max. capacity of 1,000 kg. per 24 hours, 1 set for max. capacity 3,000 kg. per 24 hours; chlorine evaporator, accessories, spare parts for conversion of liquid chlorine to gaseous chlorine; tender GF3E9862Q, bid deadline 3 p.m. July 16. Purchasing Dept., Central Trust of China, 68 Yen Ping Nan Rd., Taipei. This equipment and materials for $4.4-million Taipei waterworks project financed by International Development Assn. loan.★

361 Electric Transmission and Distribution Equipment

Norway

Sound level meters. Direct purchase and agency. Solberg & Andersen A/S (importing distributor, manufacturer's agent), 5 Hansteensgate, Oslo. WTD 11/27/61.

India

☆ Supply of Busbar material and 33 kv. outdoor switch gear for Dhuvaran Thermal Power Project of Gujarat Electricity Board, Baroda. Tender S/81/DLF/Sup. Bid deadline July 13. India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C., where tender forms may be obtained free.

362 Electrical Industrial Apparatus

Greece

● Frequency converters, 2; estimated value $34,000; bid deadline July 28. Greek General Air Staff, Branch D, D4, A, Cholargos, Athens.★

Israel

★★ Electronic control equipment for waterworks. Sheev Co., Ltd—CTA, Ltd., Industrial & Municipal equipment, and "Shoey" Producing & Distributing Co., Ltd., 161 Nahlat Benyamin, Tel Aviv.

South Africa

Electric welders for 220 v., a.c., 50. c.; max. current draw 12-15 a. Hymie Posniak, A. Posniak & Sons (Pty.), Ltd. (importing distributor), 58 Darling St., P.O. Box 1259, Cape Town.

363 Household Appliances

Germany

Outdoor cooking equipment. Direct purchase and agency. Heinrich Schaefer (retailer, wholesaler, importer), 17 Langgasse, Wiesbaden. WTD 5/29/62.

Ireland

Domestic appliances. Cavalsons, Ltd. (importing distributor), 44 Middle Abbey St., Dublin.

Italy

Refrigerators. Direct purchase and agency. R.A.F.A. Rappresentanze Accessori Frigoriferi Automatici, di Alessandro Poggio (sales agent, retailer), 55 r. Via Tommaso Invrea, Genoa.

Libya

Refrigerators, gas ranges. Direct purchase and agency. Samco (importing distributor), P.O. Box 104, Benghazi. WTD 4/11/62.

Netherlands Antilles

Sewing machines, gas stoves, refrigerators. Adolf Groder, Panama Store (importer, wholesaler, retailer), Zeppenveldstraat 9, San Nicolas, Aruba. WTD 6/5/62.

364 Electric Lighting, Wiring Equipment

Germany

Flashlights. Direct purchase and agency. Heinrich Schaefer (retailer, wholesaler, importer), 17 Langgasse, Wiesbaden. WDT 5/29/62.

Greece

● Aluminum conductors, steel reinforced, 1,500 km.; estimated value $1,150,000; tender DMPM-135, bid deadline July 19. Public Power Corp. (PPC), 30 Chalkokondyli St., Athens.★

Iran

Builders' lighting, wiring equipment. Payar Co., Ltd. (importer, exporter), 30 Ave. Villa, Tehran. WTD 2/3/62.

Taiwan

● Primary fuse cutouts, 7,000 sets; tender GFD-12845(S), bid deadline July 23. 2 complete sample sets must be submitted with bid. Purchasing Dept., Central Trust of China, 68 Yen Ping Nan Rd., Taipei.★

365 Radio, Television Sets

Kuwait

Television sets. Al Houseni Office (contractor, trader, film distributor), P.O. Box 684, Kuwait. WTD 6/7/62.

Libya

Radios, television sets. Direct purchase and agency. Samco (importing distributor), P.O. Box 104, Benghazi. WTD 4/11/62.

366 Communications Equipment

Greece

● Electronic parts, including general purpose midget relays, heavy-duty lever switches, current test adapters, telephone type jacks, P.A. type jacks, mica capacitors; tender DO51/62, bid deadline July 14. Ministry of Communications, Civil Aviation Administration, 2 Praxitelous St., Athens. ★

India

● VHF omnidirectional radio range (VOR); tender SE-516, bid deadline July 26. Terminal VHF omnidirectional radio range (TVOR); tender SE-517, bid deadline July 30. HF radio telephone installation for long-range air/ground communication; tender SE-519, bid deadline July 23. Director General, Civil Aviation, New Delhi. Tender form including specifications of requirements available free from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C.

Iraq

● VHF 2-way mobile radio sets for installation in passenger cars, 6 to operate on 12 v. automobile electrical system, capable of operating up to 100 miles from fixed transmitter; 3 HF stationary radio telephone sets to operate on 220 v., a.c., 50 c.; tender SIGS/3, bid deadline July 25. Terms, specifications available from Directorate of Contracts & Purchases, Ministry of Defense, Baghdad, for $1.40. ★

Ireland

Video tape recorders, video tape. Cavalsons, Ltd. (importing distributor), 44 Middle Abbey St., Dublin.

Israel

★★ U.H.F., sideband communications equipment, fixed and mobile, also commercial AM, FM transmitters. Istelco Agencies, Ltd., 42 Mazeh Str., Tel Aviv. WTD 4/8/60.

Mozambique

Carrier equipment for open-wire line, plug-in type channels for long distance telegraph. J. Martins Marques (general merchant, commission agent, manufacturer's representative), Predio Fonte Azul, P.O. Box 456, Lourenço Marques. WTD 1/19/62.

367 Electronic Components, Accessories

Israel

★★ Semiconductors, both germanium and silicone; also radio tubes, receiving and transmitting, including European types. Istelco Agencies, Ltd., 42 Mazeh Str., Tel Aviv. WTD 4/8/60.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

South Africa

Battery charges, home type, quick charges to handle 6 and 12 v. batteries.

Hymie Posniak, A. Posniak & Sons (Pty.), Ltd. (importing distributor), 58 Darling St., P.O. Box 1259, Cape Town.

371 Motor Vehicles, Equipment

Netherlands

Automotive spare parts for European commercial vehicles, passenger cars. Direct purchase and agency. Technisch Handelsbureau Geon (importing distributor, manufacturer's agent), 8 Van Zuylen van Nijeveltstraat, Wassenaar.

South Africa

Alternators for cars with current-consuming accessories. Hymie Posniak, A. Posniak & Sons (Pty.), Ltd. (importing distributor), 58 Darling St., P.O. Box 1259, Cape Town.

Thailand

☆ Pickup trucks, 10, and parts, ¼-ton jeep vehicles. Bid INT-TTEC-554. Bid deadline July 23. Thai Technical & Economic Cooperation, Procurement & Supply Div., 962 Krung Kasum Rd., Bangkok. ★

372 Aircraft, Parts

Uruguay

● Airplanes, 2 bimotor turboprop with option on third, spare parts, radio equipment; tender 35/62, bid deadline July 26. P.L.U.N.A. (Primeras Lineas Uruguayas de Navegacion Aerea), Montevideo. NOTE: Only individuals or firms legally established in Uruguay may participate in public bids; therefore interested U.S. firms should enter bids through their Uruguayan agent or representative. Specifications in Spanish.★

373 Ship, Boat Building, Repairing

Morocco

● Construction of deep sea launch to be used in sea rescue operations, diesel powered engine, approx. length 82 ft., cruising speed 14-17 knots, max. speed 23 knots; bid deadline Sept. 15. Monsieur le Chef de la Direction de la Marine Marchande et des Peches Maritimes, Blvd. Mohamad El Hansali, Casablanca. Specifications, other details in French available from Embassy of Morocco, 2144 Wyoming Ave., NW., Washington 8, D.C.

374 Railroad Equipment

Greece

● Work wagons, 40 new, complete, suitable for transportation of materials on railways of 1,435 mm. gage, with movable side and front walls, useful load of 1.5 cu. m., suitable for transporting ballast, sand, sleepers, tools, machinery, total weight about 3 tons; tender B/351/62, bid deadline July 31. State Purchases Directorate B', 50 Socratous St., Athens. ★

384 Surgical, Medical, Dental Instruments, Supplies

Greece

Hospital, laboratory equipment, supplies. Direct purchase and agency. Hospital-Nicos Kouremenos (importing distributor, manufacturer's agent), 24 Emm. Benaki St., Athens. WTD 6/7/62.

386 Photographic Equipment, Supplies

Greece

X-ray films, photographic films, negative and positive photocopying paper. Direct purchase and agency. L. Stravoskiadis (importing distributor, manufacturer's agent), 20 Charilaou Tricoupi St., Athens, WTD 3/14/62.

Kuwait

Movie films; 16, 35 mm. Al Houseni Office (contractor, trader, film distributor), P.O. Box 684, Kuwait. WTD 6/7/62.

393 Musical Instruments, Parts

Kuwait

Musical instruments. Al Houseni Office (contractor, trader, film distributor), P.O. Box 684, Kuwait. WTD 6/7/62.

394 Toys; Amusement, Sporting, Athletic Goods

Germany

Sporting goods for summer, winter; camping articles. Direct purchase and agency. Heinrich Schaefer (retailer, wholesaler, importer), 17 Langgasse, Wiesbaden. WTD 5/29/62.

Libya

Toys. Saber Gibril Ezzway (importing distributor), P.O. Box 384, Benghazi. WTD 5/31/62.

Norway

Hobby articles such as model plastic kits, model aircraft. Direct purchase and agency. Trygve Naess (importing distributor, manufacturer's agent), 8 Raadhusgaten, Oslo. WTD 5/3/62.

399 Miscellaneous Manufacturing Industry Products

Ireland

Display equipment. Cavalsons, Ltd. (importing distributor), 44 Middle Abbey St., Dublin.

Kuwait

Giftwares. Ahmed el Bassam (commission agent, wholesaler, retailer, representative), P.O. Box 2125, Kuwait. WTD 6/4/62.

Mexico

Advertising novelties. Fersel, S.A. (importing distributor), Puebla 301, Mexico 7, D.F. WTD 6/6/62.

Netherlands

New items in field of smokers' requisites. Firma Bimalt (importing distributor), 165 Scheldestraat, The Hague.

Linoleum. Adolf Groder, Panama Store (importer, wholesaler, retailer), Zeppenveldstraat 9, San Nicolas, Aruba. WTD 6/5/62.

Thailand

☆ Vermicide powder for livestock; pumps, scales, refrigerators. Bid AGR-TTEC-549. Limited worldwide (898). Bid deadline July 13. Thai Technical & Economic Cooperation Procurement & Supply Division 962 Krung Kasum Rd., Bangkok.★

509 Miscellaneous Wholesalers

Congo (Leopoldville)

U.S. Army surplus: Ambulances, beds, surgical tables, medical equipment. Dimex-Congo (importer), B.P. 2558, Léopoldville 1. WTD 5/28/62.

739 Business Services Not Elsewhere Classified

Israel

★★ Lease or rental of heavy road construction machinery, equipment for use on new $30-million road program. Sheev Co., Ltd.—CTA, Ltd., Industrial & Municipal equipment, and "Shoev" Producing & Distributing Co., Ltd., 161 Nahlat Benyamin, Tel Aviv.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat Products

Germany

Frozen liver, kidneys, frozen poultry. Terfloth & Snoek GmbH., 100 Albersloherweg, Muenster/Westfalen. Quote c.i.f. German or Dutch ports. Largest importer, wholesaler of foodstuffs in Germany, over $100 million annually, enjoys excellent reputation.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Germany

Canned fruits, vegetables; dried fruits, beans, lentils. Terfloth & Snoek GmbH., 100 Albersloherweg, Muenster/Westfalen. Quote c.i.f. German or Dutch ports. Largest importer, wholesaler of foodstuffs in Germany, over $100 million annually, enjoys excellent reputation.

225 Knitwear

Germany

Socks knitted from synthetic fibers. Kramer & Groth (manufacturer's agent), 5 Amselweg, Schenefeld, Bez. Hamburg. WTD 11/24/61.

230 Apparel

Germany

Shirts, blouses of synthetic fabrics. Kramer & Groth (manufacturer's agent), 5 Amselweg, Schenefeld, Bez. Hamburg. WTD 11/24/61.

242 Sawmill, Planing Mill Products

Canada

Hardwood flooring. A. Conte, Inc. (manufacturer's agent), 10172 London Ave., Montreal North, Quebec. WTD 6/6/62.

261 Pulp Mill Products

Netherlands

Raw materials, fibrous, such as woodpulp, for paper industry. C. S. Th. Paap, Agentuur & Commissie (manufacturer's agent), 4 Schralenhouw, Ede. WTD 6/4/62.

264 Paper Products

Rhodesia

Stationery, fancy goods. Kingstons Ltd. (importing distributor, manufacturer's agent), P.O. Box 2374, Salisbury, Southern Rhodesia. WTD 4/29/60.

281 Industrial Chemicals

Philippines

Raw materials for paint industry: Titanium, other chemicals, dyes. Cadwallader Pacific Co. (importing distributor, manufacturer), 1140 Perez, P.O. Box 285, Manila. WTD 7/12/61.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Pakistan

Chemical compound for making railway carriage floors. British Standard Code of Practise, CP 204(1951), IN-SITU flooring, 7.601, preparation of magnesium oxychloride flooring mix. Lona Traders (commission merchant), 19-A Hall Rd., Lahore. WTD 3/28/62.

287 Fertilizers

Mozambique

Fertilizers. Sociedade Distribuidora de Explosives, Lda. (importing distributor, retailer, commission agent, dealer), Av. F. de Magalhaes, 29-C, or P.O. Box 1007, Lourenço Marques. WTD 6/5/62.

291 Petroleum Refining Products

Mozambique

Lubricating oils. Exclusive agency. Goncalves, Irmaos, Lda. (general merchant, commission agent, importer, dealer), P.O. Box 1448, Lourenço Marques. WTD 5/24/62.

322 Glassware

Netherlands

Glass jugs with lid, wooden handle; 25,000-50,000; heat resistant. Hoogerhuis & Smit N.V. (importer, manufacturer's agent), 45 Stationsplein, Groothandelsgebouw, Rotterdam.

Rhodesia

Household glassware. Kingstons, Ltd. (importing distributor, manufacturer's agent), P.O. Box 2374, Salisbury, Southern Rhodesia. WTD 4/29/60.

326 Pottery Products

Rhodesia

Household pottery. Kingstons, Ltd. (importing distributor, manufacturer's agent), P.O. Box 2374, Salisbury, Southern Rhodesia. WTD 4/29/60.

342 Cutlery Handtools, Hardware

Guatemala

Builders' hardware. C. Fajardo Arceyuz, Almacen de Materiales de Conatruccion Especiales (importing distributor, manufacturer's agent), 7a Ave. 13-57, Zona 1, Guatemala City. WTD 2/5/62.

Netherlands

Shovels. Exclusive agency. N.V. Technische Handelmaatschappij Akkerman & Co. (importing distributor), 18-20 Mercuriusweg, The Hague.

Rhodesia

Household cutlery. Kingstons, Ltd. (importing distributor, manufacturer's agent), P.O. Box 2374, Salisbury, Southern Rhodesia. WTD 4/29/60.

344 Metal Doors, Windows

Canada

Metal windows, doors; picture windows. A. Conte, Inc. (manufacturer's agent), 10172 London Ave., Montreal North, Quebec. WTD 6/6/62.

346 Metal Stampings

Canada

Enamelware. De Dukes Distributors of Alberta (importer, exporter), P.O. Box 265, Edmonton, Alberta.

349 Valves, Fittings

Ireland

Industrial plumbing equipment, steam valves. Modern Plant, Ltd. (distributors of specialized industrial, engineering equipment), Crumlin Rd., Dublin. WTD 5/31/62.

351 Steam Engines

Germany

Ship's equipment; diesel motors, generators; steam engines; anchors; air conditioners. Bernd Wellm, (importer, commission merchant, sales agent), 81 Friedrich-Ebert-Strasse, Bremerhaven.

Philippines

Diesel engines. Manufacturer's Distributors, Inc. (importing distributor, manufacturer's agent), CCC Bldg., Buendia Ave., Makati, Rizal. WTD 5/31/62.

South Africa

Diesel engine generator sets, lighting plants. Arex Technical Agencies (indent agent), P.O. Box 1505, Cape Town. WTD 5/29/62.

Viet-Nam

Industrial diesel engines, 80-160 hp., 260-300 r.p.m. Compagnie Generale de Commerce (L. Rondon & Co., Ltd.), 9 duong Trinh Minh The, Saigon. WTD 6/1/62.

353 Construction Machinery, Equipment

Mozambique

Construction equipment, such as stone crushers, concrete mixers, excavators; trenchers for digging up to about 20 ft. Sociedade Distribuidora de Explosives, Lda. (importing distributor, retailor, commission agents, dealers), Ave. F. de Magalhaes, 29-C, or P.O. Box 1007, Lourenço Marques. WTD 6/5/62.

Netherlands

Roadbuilding, excavating, earthmoving machinery. R. Meijers' Technische Handelsonderneming (manufacturer's agent), 29 Brinkgreverweg, Deventer. WTD 4/26/62.

Trenchcutters, bulldozers, draglines. Exclusive agency. N.V. Technische Handelmaatschappij, Akkerman & Co. (importing distributor), 18-20 Mercuriusweg, The Hague.

South Africa

Fork-lift trucks for food, general light industries; conveyors and components, all types, powered gravity, overhead trolley, skate wheel, side wheel, roller, for fruit, fish, general food canning industries. Victor Kent (Cape)(Pty), Ltd. (importing distributor, manufacturer), Invicta House, Calcutta St., P.O. Box 61, Paarden Eiland.

354 Machine Tools

Australia

Lines of specialized handtools. Indent Agencies (Sales) Pty., Ltd. (manufacturers' agent), 181 Clarence St., Sydney. WTD 5/28/62.

Netherlands

Mechanical, hydraulic presses; canmaking machinery; metal sheet processing machinery. R. Meijers' Technische Handelsonderneming (manufacturer's agent), 29 Brinkgreverweg, Deventer. WTD 4/26/62.

Philippines

Machine tools: Lathes, drill presses. T. J. Wolff & Co., Inc. (importing distributor, manufacturer's agent, manufacturer, assembler), 500 Echague, P.O. Box 920, Manila. WTD 3/22/62.

355 Special Industry Machinery

Ireland

Packaging, bottling machinery. Modern Plant, Ltd. (distributor of specialized industrial, engineering equipment), Crumlin Rd., Dublin. WTD 5/31/62.

Netherlands

Machinery for paper industry. C. S. Th. Paap-Agentuur & Commissie (manufacturer's agent), 4 Schralenhouw, Ede. WTD 6/4/62.

Plastic processing machinery. R. Meijers' Technische Handelsonderneming (manufacturer's agent), 29 Brinkgreverweg, Deventer. WTD 4/26/62.

South Africa

Machinery for packaging, nailing, sorting, grading for fruit and food industry in general. Victor Kent (Cape)(Pty), Ltd. (importing distributor, manufacturer), Invicta House, Calcutta St., P.O. Box 61, Paarden Eiland, Cape.

Sweden

Machinery for food industry. Elof Hansson (Dept. 43) (manufacturer's agent), P.O. Box 183, Goteborg. WTD 3/7/62.

356 General Industrial Machinery

Ireland

Mechancial transmission equipment. Modern Plant, Ltd. (distributor), Crumlin Rd., Dublin. WTD 5/31/62.

High and low pressure boiler feed pumps, forced draught fans, induced draught fans, ventilating draught fans, general purpose pumps; all types. Quadrant Engineers (agent), 6 Mount St. Crescent, Dublin 2. WTD 3/13/62.

Mozambique

Compressors, chiefly for mining, highway construction works. Sociedade Tecnica de Equipamentos Industriais e Agricolas, Lda. (Steia) (importing distributor, manufacturer's agent), Rua do Trabalho 1547, P.O. Box 1610, Lourenço Marques. WTD 1/11/60.

Netherlands

Hydraulic apparatus for chemical industry. N.V. Industrie-Mij. Transmark (importing distributor), Hooftlaan, Bussum.

Philippines

Water pumps for irrigation systems. Peter Trading Co., Ltd. (importing distributor, manufacturer's agent), 745 Anda, corner Solana, Intramuros, Manila.

Water pumps (household, industrial), booster, deep well, sump, mine pumps. T. J. Wolff & Co., Inc. (importing distributor, manufacturer's agent, manufacturer, assembler), 500 Echague, P.O. Box 920, Manila. WTD 3/22/62.

Ball bearings. Manufacturers' Distributors, Inc. (importing distributor, manufacturer's agent), CCC Bldg., Buendia Ave., Makati, Rizal WTD 5/31/62.

South Africa

Pumping plants, engines; industrial furnaces, driers, Arex Technical Agencies (indent agent), P.O. Box 1505, Cape Town. WTD 5/29/62.

Switzerland

All types of pumps: Hydraulic, high and low pressure, centrifugal, watering. Robert Brunnen, Pumpenbau und Giesserei (importer, manufacturer's agent), Brunnergassli 3-5, Kloten, Canton Zurich. WTD 9/20/61.

358 Service Industry Machinery

South Africa

Water treatment apparatus, equipment. Arex Technical Agencies (indent agent), P.O. Box 1505, Cape Town. WTD 5/29/62.

362 Motors, Generators

Philippines

Generating sets, gasoline or diesel. Peter Trading Co., Ltd. (importing distributor, manufacturer's agent), 745 Anda, corner Solana, Intramuros, Manila.

Electric generating sets, capacity ranges from 1-7 kw. T. J. Wolff & Co., Inc. (importing distributor, manufacturer's agent, manufacturer, assembler), 500 Echague, P.O. Box 920, Manila. WDT 3/22/62.

363 Household Appliances

Canada

Electrical goods, vacuum cleaners, floor polishers. De Dukes Distributors of Alberta (importer, exporter), P.O. Box 265, Edmonton, Alberta.

Ireland

Household electrical appliances, 220 v., 50 c. B. J. Morahan (manufacturer's agent), Ballinagare, Castlerea, Co. Roscommon.

Philippines

Electric household appliances, lamps. Manufacturers' Distributors, Inc. (importing distributor, manufacturer's agent), CCC Bldg., Buendia Ave., Makati, Rizal. WTD 5/31/62.

367 Electronic Components, Accessories

Australia

Electronic, electrical apparatus for aircraft, other heavy industry. E. L. Heymanson & Co., Pty., Ltd., 408 Collins St., Melbourne. Large, favorably known factory representative and import-export agent with sales in excess of $2,225,000 per year. WTD 9/15/61.

Ireland

Electrical control gear. Modern Plant, Ltd. (distributor), Crumlin Rd., Dublin. WTD 5/31/62.

371 Motor Vehicle Parts

Philippines

Automotive parts. Peter Trading Co., Ltd. (importing distributor, manufacturer's agent), 745 Anda, corner Solana, Intramuros, Manila.

Automobile air conditioners. T. J. Wolff & Co., Inc. (importing distributor, manufacturer's agent, manufacturer, assembler), 500 Echague, P.O. Box 290, Manila. WTD 3/22/62.

372 Aircraft, Parts

Australia

Aircraft, parts, equipment necessary to manufacture these items. E. L. Heymanson & Co., Pty., Ltd., 408 Collins St., Melbourne. Large, Favorably known factory representative and import-export agent with sales in excess of $2,225,000 per year. WTD 9/15/61.

Mozambique

Helicopters, small commercial planes. Sociedade Distribuidora de Explosives, Lda. (importing distributor, retailer, commission agent, dealer), Ave. F. de Magalhaes, 29-C, or P.O. Box 1007, Lourenço Marques. WDT 6/5/62.

Netherlands

Aircraft parts. N.V. Handelmij, Transmark (importing distributor), 57 Hooftlaan, Bussum.

381 Navigation Equipment

Germany

Navigation equipment. Bernd Wellm (importer, commission merchant, sales agent), 81 Friedrich-Ebert-Strasse, Bremerhaven.

South Africa

Testing apparatus for paper, steel, plastic, textiles; oceanographic instruments for research; meteorological instruments. Arex Technical Agencies (indent agent), P.O. Box 1505, Cape Town. WTD 5/29/62.

387 Watches, Clocks, Parts

Canada

Watches. De Dukes Distributors of Alberta (importer, exporter), P.O. Box 265, Edmonton, Alberta.

391 Jewelry

Canada

Jewelry. De Dukes Distributors of Alberta (importer, exporter), P.O. Box 265, Edmonton, Alberta.

Rhodesia

Jewelry, all kinds. Kingstons, Ltd. (importing distributor, manufacturer's agent), P.O. Box 2374, Salisbury. WDT 4/29/60.

393 Musical Instruments

Mozambique

Musical instruments, supplies. A. Importadora, Lda. (importing distributor), P.O. Box 608, Beira. WTD 4/22/60.

Musical instruments. Sociedade Mocambicana de Representaceos, Lda. (Somorel) (general merchant, retailer, commission merchant), corner Ave. General Machado & Alveraes Cabral, P.O. Box 1728, Lourenço Marques. WTD 10/10/60.

394 Sporting, Athletic Goods

Mozambique

Sports goods. Sociedade Mocambicana de Representaceos, Lda. (Somorel) (general merchant, retailer, commission agent), corner Ave. General Machado & Alvares Cabral, P.O. Box 1728, Lourenço Marques. WTD 10/10/60.

Leads for Importers

Commodities are offered direct unless specified.

202 Cheese

Argentina

Argentine cheese: Reggianito, Romano, Sardo, Provolone, Fontina, Sbrinz, Pategras. Direct or through agents. Cosari, Sociedade Anonima Industrial Comercial, Bouchard 432, Buenos Aires. WTD 1/15/62.

209 Miscellaneous Foods

Iran

Any kind of dried fruits, usual sortage; Iranian cumin seeds with 4% foreign matters; best grade. Homafar Export Company, Ltd. (export merchant), Saraye Mohammadieh, Tehran. WTD 5/14/62.

Kenya

Chillies, groundnuts, beans, coconuts, Dhalls, green Moong beans, Besan (gram flour), cury powder, red paprika powder, capsicums. Kanti Industries, Ltd. (manufacturer), P.O. Box 7287, Mombasa, Kenya, East Africa. WTD 6/4/62.

221 Broadwoven Mill Products, Cotton

U.A.R. (Egypt)

Fine cotton piece goods for making men's shirts, ladies dresses. Direct or through agents. Mohamed Labib Arnaout (export merchant), 3 Sharia Abou El-Azm, Zamalek, Cairo. WTD 3/3/62. Samples.★

238 Miscellaneous Apparel

Taiwan

Low-priced ladies', men's, children's readymade pajamas, pants, shirts. Garment factory has 120 Singer sewing machines, large number of workers, manufactures all kinds of garments. Shieh Dah Trading Co. (manufacturer), 79 Ming Lok St., Taipei, Taiwan, Formosa. WTD 1/26/61.

251 Household Furniture

Philippines

Unfinished table tops for assembly in U.S., made from fine quality Philippine hardwoods, legs also available if desired. T. J. Wolff & Co., Inc. (importing distributor, manufacturer's agent, manufacturer, assembler), 500 Echague, P.O. Box 920, Manila. WTD 3/22/62.

314 Leather Footwear

Morocco

Shoes in leather for men, women, children. All shapes, colors, forms according to buyers' requirements. La Marocaine D'Import-Export "Mimex" (export merchant), 6 rue caporal Gastous, Casablanca. WTD 5/29/62.

327 Building Materials

Canada

Coated, expanded shale lightweight ag-

gregate; unlimited quantities. Direct or through agents. Aggrite Inc. (manufacturer), 1343 College St., City of St. Laurent, Montreal 9, P.Q. WTD 6/6/62.

331 Iron, Steel Foundry Products

Taiwan

Iron nails for roofing, other construction use. Shieh Dah Trading Co. (manufacturer), 79 Ming Lok St., Taipei, Taiwan, Formosa. WTD 1/26/61.

355 Special Industry Machines

"Barson" time and labor saving machines: Metal cutting circular saw, bandsaw, filing machine. Wandsbeker Werkzeug Gesellschaft Beinhoff & Co. (manufacturer)(24a) Hamburg-Wandsbek, Konigsreihe 14-16. WTD 3/20/59.

396 Novelties

Zanzibar

Crude seashells. Abdulhusein Rehemtulla Mohamed (export merchant), Malindi Street, P.O. Box 355, Zanzibar. WTD 6/6/62.

399 Miscellaneous Manufacturing Industry Products

Iran

Any kind of wool and hair; black, white, 2 colored; any kind of Iranian medicine and flowers, cleaned well. Homafar Export Co., Ltd. (export merchant), Saraye Mohammadieh, Tehran. WTD 5/14/62.

Japan

Christmas decorations, fine quality, $333,333 per year. Sasaki Moru Co., Ltd. (manufacturer, exporter), 7 Kotono-cho, 3-chome, Fukiai Ku, Kobe. WTD 5/28/62.

Thailand

Kapok, chilly dried, rice, hides, tapioca, sesame. Thai Fibres Limited Partnership (general merchant, commission agent, exporter, importer), 249 Sampeng St., P.O. Box 1499, Bangkok. WTD 10/18/61.

505 Farm Products, Raw Materials

Iran

Pickled skins (Salambour), any grade, as demanded. Homafar Export Co., Ltd. (export merchant), Saraye Mohammadieh, Tehran. WTD 5/14/62.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

Australia

Stanley Milton Watt, representing Imperial Printing Co. Pty., Ltd., 397 Hay St., Perth, interested in marketing **office supplies, wholesale and retail commercial printing, offset** and **letterpress direct mail advertising**; also technical information on snap-out printing, platemaking, specialized machines, markets. July 8 via New York for 5 weeks, possibly longer; c/o Qantas Airways, 542 Fifth Ave., New York 36. Itinerary: New York, Chicago, Los Angeles, possibly other cities where interest is shown.

Kenneth A. Taylor, representing Kenneth A. Taylor (Australia) Pty., Ltd., 2-10 York Pl., Melbourne, Victoria, interested in **electrical and air-conditioning equipment** and controls; also technical information. July 10 via New York for 1 month; c/o Cunard Line, New York. Itinerary: New York; Trenton, N.J.; Chicago; Washington; Seattle; San Francisco; possibly other cities.

Harold H. Bowan, General Manager, Robunt Pty., Ltd., 118 Wetherill St., Lidcombe, N.S.W., interested in **plastics know-how** in packaging field. July 15 via New York for 1 month; c/o Continental Can Co., Inc., 633 Third Ave., New York. Itinerary: New York, Hartford, Baltimore, Chicago, Wilmington, Los Angeles.

Robert Walter Roberts, representing John Rawlinson & Partners (chartered surveyors), 72 Kings Park Rd., West Perth, interested in meeting with firms in **architecture** and **building** field; also information on building techniques. July 1 via Los Angeles for 2 weeks; c/o Hilton Hotel, Los Angeles. Itinerary: San Francisco, Chicago, New York.

Barbados, West Indies

S. P. H. Withnall, represting Commercial Sales Co., Ltd., and Central Foundry, Ltd., Bridgetown, interested in **dry goods, fresh fruits** and **vegetables**, and **frozen chickens** (whole and parts). July 7 via Miami for 3 weks; c/o Drake America Corp., 640 Fifth Ave., New York 19. Itinerary: Miami, July 7-10; New York City, July 10-16; Pittsburgh, July 16-23; Chicago, July 23-26; Buffalo, July 26.

England

Stanley F. M. Neill, representing Stone-Platt, Industries, Ltd., Oceanic House, 1A Cockspur St., London, S.W.1., interested in **packaging** and other machinery. June 27 via New York for 1 month; c/o British Consulate General, 99 Park Ave., New York. Itinerary: New York, June 27-29; Washington, June 29; Los Angeles, July 3-9; San Francisco, July 9-14; St. Paul, July 16-20; Detroit, July 23; New York, July 24-27.

John Ramsden, representing Luff & Smith Engineering Co., Ltd., Millbrooke Estate, Southampton, Hants, interested in discussing with U.S. manufacturers possibilities of manufacturing U.S. line of machinery in U.K. Will consider joint venture arrangement. Also interested in marketing **plastic extrusion machinery** for lay flat film, obtaining information and design of **tools, fixtures** for aircraft and general industry, plastic machinery. July 5 via New York for 2 weeks; c/o Canadian Club of New York, Waldorf-Astoria Hotel. Itinerary: New York, Washington, Detroit, Chicago, Ann Arbor, Minneapolis, possibly other cities.

France

Othon Elias, representing Société Industrielle de Tous Articles Plastiques (S.I.T.A.P.), 20 rue Sainte-Croix de la Bretonnerie, Paris 4, interested in visiting manufacturers of **plastic goods** and obtaining representation or agency rights in France for U.S. manufacturers of such products. July 1 via New York for 1 month; c/o Alvin's Pharmacy, Teaneck, N.J. Itinerary: New York, Union, Worcester, Chicago, San Francisco, Fort Worth, possibly other cities.

Jean Claude Kahn, General Agent, 38 rue Godefroy Cavaignas, Paris 11, representing R. & L. Weyl & Compagnie, Ave. de la Gare, Benfeld, Bas-Rhin, interested in shoemaking; also information on shoe manufacturing in U.S. July 19 via New York for 1 month; c/o Mr. Braun, 161 Central Ave., Lymbrook, New York. Itinerary: New York, Washington.

Germany

Heinz Becker, representing own enterprise at 4-10 Oranienplatz, Berlin SW 61, interested in contacting U.S. manufacturers of **cloth fabrics** and **lining material** in order to act as commission agent for those firms in Berlin. July 15 via New York for 1 month; c/o U.S. Department of Commerce Field Offices in cities on itinerary: New York, Chicago, Los Angeles.

Hong Kong

Y. Y. Cheng, representing Demig Trading Co. (Far East), Ltd., 417-19 Central Bldg., Peder St., interested in **building and construction materials** with emphasis on sanitary fixtures, building hardware, aluminum extruded forms used in building, aluminum curtain wall; handling new lines on agency basis, particularly new building construction. Sometime in July via San Francisco for 6 weeks; c/o James S. Baker Co., 311 California St., San Francisco 4. Itinerary: Chicago, Denver, New York, Washington.

Ivory Coast

Bernard Picot, Engineer, B.P. 1589, Abidjan, interested in observing **water-well-drilling operations**; also information on well-drilling methods in U.S. Early July via New York for 3 weeks; c/o Mr. Ramaholimihaso, Malagasy Embassy, Washington. Itinerary: New York, Washington.

Jamaica

Joslyn Keane, representing Joslyn Keane & Co., Ltd., 5 French St., Spanish Town, interested in purchasing items for its **dry goods** stores, such as gift items, ties. June 26 via New York for 1 month; c/o 1564 Park Pl., Brooklyn 33, New York. Itinerary: New York, Pittsburgh.

Lebanon

Georges Akl, representing own enterprise, P.O. Box 1549, Beirut, interested in purchase and sale of **pickled sheep skins, goatskins, lamb skins,** and **raw carpet wool.** June 20 via New York for 1 month; c/o Lebanese Consulate General, New York City. Itinerary: New York, Norfolk, Philadelphia, possibly other cities.

Norway

Frithjof Johnsen, Managing Director, G.O. Johnsen A/S, 1 Torggaten, Oslo, interested in importing (in bulk) **sulfa drugs, ferrosulfate, BP anhydrous** and **chemicals** for production of plastics; also machinery for plastics industry. June 23 via New York for 1 month; c/o Abbot, Merkt & Co., Inc., 630 Third Ave., New York 17. Itinerary: Will consider visiting any city where interest is shown.

Pakistan

A. R. Butt, representing Shahnawas, Ltd., West Wharf, Karachi, interested in contacting American manufacturers of **construction and agricultural equipment, machine tools** and **food-processing machinery**; also technical information on machine tools and food-processing machinery. Sometime in June via New York for 6 weeks; c/o International Harvester Export Co., 180 North Michigan Ave., Chicago 1. Itinerary: New York, Calion, Fairmont, Waynesboro, Chicago, San Francisco.

Philippines

Braulio Garcia, Proprietor, Farmacia Garcia, Bauan, Batangas, interested in purchasing castor oil. Early July via New York for 1 month; c/o U.S. Department of Commerce Field Office, 350 Fifth Ave., New York 1. Itinerary: New York, possibly other cities.

Taiwan

Haige M. C. Mao, 62, Lane 65, Chung Shan North Rd., Sec. 2, Taipei, representing Zeng Jang Co., Ltd. (cleaners), and International Dry-Cleaning, Laundry & Dyeing Co., Ltd., interested in **drycleaning and laundry industry,** meeting manufacturers of drycleaning and laundry machinery; also information on U.S. drycleaning and laundry industry. July 6 via San Francisco for 1 month; c/o International Drycleaners Congress of the Pacific, 1153 Lincoln Ave., San Jose 25, Calif., and c/o Dr. Jacqueline Whang Peng, 637 Hamilin St., N.E., Apt. 2, Washington 17. Itineray: Seattle, San Francisco, Los Angeles, Chicago, New York, Washington, possibly other cities.

New Trade Lists

Trade Lists help you find customers, agents, distributors, licensees, and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one country. It also contains a summary of basic trade and industry data and other useful market information. Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered, and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated May unless otherwise indicated.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Fruit and Nut Importers, Dealers, and Exporters—Belgium, indicated.
Fruit and Nut Importers, Dealers, and Exporters—France.
Dairy Producers—Tunisia.
Petroleum Product Importers, Dealers, Producers, and Refiners—Indonesia, June.
Plastic Material Importers, Dealers, and Manufacturers—Japan.
Provision Importers and Dealers—Republic of South Africa.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-5561 in Washington.

Information on NATO projects is available from Business Services Division, BIBO, or telephone WO 7-5420.

A list of heavy construction projects and a list of building projects published during the second quarter of 1962 is available on loan. ★

BELGIUM—Ministry of Communications, Brussels, Belgium, planning to have Paris-Brussels and Brussels-Aachen lines completely electrified during 1963.

BRAZIL—Construction possibly to begin on proposed (FCW 6-4-62) 5,000-9,000 metric-ton refrigerated **warehouse** in Caxias do Sul, 75 miles north of Pôrto Alegre. (FCW, June 4, p. 1002.) 6 additional 5,000-ton warehouses planned for Pôrto Alegre, Farroupilha, Osorio, Pelotas, Taquari, Montenegro. Bid dates not available. Write Dr. Omar Luiz de Barros, Ministerio da Agricultura, Secao de Formento Agricola, Rua 7 de Setembro 760, Pôrto Alegre, Rio Grande do Sul.

Fundicao Tupy, S.A., Joinville, Santa Catarina, according to local press reports, to use $560,000 Interamerican Development Bank loan to finance part of cost for installation of additional foundry to produce car, truck, tractor parts.

German financial assistance to pave way for projects including the reequipment of port hospitals; installation of laboratories, silos, and warehouses; and construction of salt ports at Macao, Areia Branca, and Ijui powerplant.★

BURMA—Approval of $2-million expenditure by U.N. Special Fund to result in 2 projects—Mu River irrigation project survey and establishment of Forest Research Institute near Rangoon.

GREECE—Commercial Bank of Greece and Ionian & Popular Bank of Greece has announced plans to build new shipyard; $8 million in foreign exchange and machinery already approved in principle for project.

INDONESIA—Government planning to construct new luxury type hotel on beach at Sanur on Bali. Additional information requested.

ITALY—Kimble Haliana S.p.A., subsidiary of Kimble Glass Co., Toledo, planning to construct plant in Milan to make and sell glass tubing, rods, containers, related glass products.

Pirelli subsidiary Superga S.P.A., 28 Via Verolengo, Turin, manufacturer of rubber footwear, soles, and heels, has announced plans for construction of manufacturing plant in Bari.

Plant to manufacture plate window and cast glass to be built by Centro Vetrario Italiano with technical assistance of Libbey-Owens-Ford Glass Co., Toledo.

KUWAIT—Ministry of Public Works, Kuwait, preparing plans and specifications for 5 separate projects: Office building for Ministry of Finance & Economy, building for Kuwait Central Bank, office building for Ministry of Justice, building for Kuwait Women Teacher's Training College, Mubarak al Kabir Hospital (estimated cost over $10 million). Bids to be invited this year.

MOZAMBIQUE—Government reportedly has approved plans of Portuguese firm Explosivos Trafaria to build plant at Machava for manufacture of explosives, providing export opportunities for U.S. machinery and equipment. Write Sociedade Distribuidora de Explosivos Lda., P.O. Box 1007, Lourenco Marques, Mozambique.★

NETHERLANDS ANTILLES — Curacao government planning whole new residential center in Koral Specht area of Willemstad, including many thousands of houses and related community facilities.

PERU—Negotiations taking place for financing of development of Pativilca River Valley, plans calling for construction of electric powerplant and development of industrial complex.★

PHILIPPINES—National Power Corp. to invite bids soon for several construction works within scope of Angat River Hydroelectric Project (FCW, Jan. 15, p. 75), including dam, dyke, spillway, power intake, tunnels, power station, other works. Engineering consultant Harza Engineering Co., 400 W. Madison St., Chicago 6.★

Niger government wants telephone line equipment

Bids are being invited by the Republic of Niger for supply of material and equipment required in the construction of a new 1,062-mile open-wire telephone line and modification of the existing 500-mile line.

Material for the new line will include: 3,750 miles of copperclad wire, 3.25 mm. in diameter, 40% conductivity; plus poles, line hardware, and guy wire.

Bids, in French, should reach the Director, Niger Post & Telecommunications Office, Niamcy, before July 25.

Copies of the bid invitation, in French, are available on loan from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

U.A.R. invites tenders for cold storage plants

Bids are being invited by the United Arab Republic for supply and erection of 17 cold storage and ice manufacturing plants.

The invitation includes 10 fruit and vegetable cold stores, 6 fish cold stores complete with ice manufacturing facilities, and one combined meat, fruit, and vegetable cold store.

Bids, accompanied by a provisional deposit of 2% of the value of the contract, should be submitted to the General Organization for Executing the 5-year Industrial Plan, 6 Khalil Agha St., Garden City, Cairo, by Nov. 1.

One copy of the specifications, bidding conditions, and appendix is available on loan from Business Services Division BIBO, U.S. Department of Commerce, Washington 25, D.C.

Near East fishing firm asks aid to develop exclusive concession in territorial waters

Technical and financial assistance wanted to carry out complete operation, develop plant, export products

An opportunity exists in the Near East for a U.S. firm experienced in the fishing and fish-processing industries.

A fishing company there is looking for a large well-established American firm that would be willing to contribute capital and undertake its technical management.

The company has an exclusive concession for commercial fishing in its country's territorial waters of the Red Sea.

The concession covers the right to fish, extract, gather, process and produce all fish and sea life, mother-of-pearl and other commercially useful shell, and shellfish together with the right to sell and export these products.

The company is about 10 years old and operates under a 40-year concession.

Its authorized capital is $2.67 million of which about $800,000 has been paid in. Real property and equipment account for all of the paid-in capital, except for a small operating account.

Processing plant sought

Specifically, the Near Eastern firm seeks an American company to assess the usefulness of its present plant and equipment and analyze the possibilities for establishing a fish-processing plant.

The precise form that the investment might take is to be worked out.

The type and amount of return presumably would be worked out in direct negotiations and the Near Eastern firm would probably be receptive to any proposals offered in competent negotiations.

More detailed information is available from the Office of International Investment, Code 4-091-6, U.S. Department of Commerce, Washington 25, D.C.

Spray container output interests Lebanese man

A recent visitor to the Department of Commerce from Lebanon expressed his interest in obtaining technical and financial assistance to manufacture aerosol containers capable of producing smoke, gas, or mist.

Interested parties should write to the Office of International Investment, Code 4-354-9, U.S. Department of Commerce, Washington 25, D.C.

Capital sought for steel plant expansion

New equipment to be installed in Brazilian mill

An opportunity for equity participation in the expansion of an operating steel mill in Brazil is offered by a firm there.

The planned expansion includes installation of a blast furnace producing 1,000 tons daily, two 1/d converters of 40-ton capacity, a sintering plant, coke ovens and supplementary equipment.

The firm estimates that the foreign-currency purchases will be about $40 million.

Participation by foreign companies in equity ownership up to 40% of total capitalization is invited.

Engineering and financial negotiations are expected to be completed by the end of 1962 with bidding on expanded facilities to begin about April 1963 and close in 6 months.

Further details are available from the Office of International Investment, Code 2-331-2, U.S. Department of Commerce, Washington 25, D.C.

Mine development sought by owners of barite deposit

Joint venture offered to develop African mine, plan for exports

The owners of a barite deposit seek a partnership with an experienced American mining company to develop exports of this mineral.

The mine is on the Londosi River, near a new iron mine, and just within Swaziland at the border with the Republic of South Africa.

New railroad

A new railroad will terminate 1½ miles from the site of the barite mine.

Since the mine is located east of the Suez Canal, a favorable market for barite is considered to exist in the Middle East oil fields.

The owners of Swaziland Barytes, Ltd., The Clude Trading Co., Ltd., are located in the Republic of South Africa.

Inquiries should be addressed to Mr. Thomas C. Denton, African Specialist, Division of Foreign Activities, Bureau of Mines, U.S. Department of the Interior, Washington 25, D.C.

2 fishing projects open in Latin American areas

Two Latin American fishing companies are interested in developing projects with assistance from experienced U.S. firms.

One organization, located in Central America, is seeking to develop fisheries in its country, particularly with regard to tuna, shark and oyster fishing.

American firms interested in a joint venture with technical assistance should write the Office of International Investment, Code 2-091-3, U.S. Department of Commerce, Washington 25, D.C.

Another firm, situated in South America, wishes to contact U.S. fishermen with modern fishing equipment to form a joint enterprise operating off the northern coast.

Inquiries should be addressed to the Office of International Investment, Code 091-4, U.S. Department of Commerce, Washington 25, D.C.

3 French manufacturing companies look for production licenses

Interested in shoe-finishing products, electronic devices and electrical supplies from U.S. firms

Licenses to produce adhesives and other products for fininshing shoes; electronic parts, components and small size apparatus; and industrial electrical supplies are sought by 3 French firms.

Shoe products. A manufacturer of chemical products for the shoe industry seeks American licensing rights for adhesives and products for finishing shoes.

The plant is equipped with rubber-working machines and mixing machines for adhesives as well as machines to fabricate shoe maintenance and finishing products.

Write Onfroy, S.A. 35 rue Lucien Sampaix, Paris 10e.

Electronic devices. A firm specializing in the manufacture of electromechanical and electronic devices seeks a license to produce parts, components, small size apparatus, and devices similar or complementary to its present line.

It employs about 200 workers.

Write to Soc. Morari & Cie, S.A., 43-45 rue du Moulin d'Enfer, Maisons-Alfort (Seine).

Electrical supplies. Another French firm seeks licensing rights on industrial electrical supplies and items involving the transformation of rubber and plastic.

It manufactures low-voltage electric wires and cables and wholesales varied industrial and domestic electrical supplies.

The firm sells its products through 17 sales outlets in France.

Write to Fabrique d'Appareillage et de Cables Electriques, S.A., 1-3 rue Sans-Pave, Lille (Nord.)

14-story building offered for sale in Buenos Aires

A 14-story, 2-basement building, suitable for hotel use, is offered for sale in Buenos Aires, Argentina.

The building is located in the heart of the city at Callao 1764 and has a total floor space of about 86,000 square feet.

The structure was finished 5 years ago at a cost of about $1.5 million.

It has never been occupied and its sale is a result of the Argentine Government's program of liquidating unused or semi-used assets.

Its owners are a private club of non-commissioned officers of the Argentine Armed Forces.

Inquiries are invited, write to Asociación Civil Circulo Militar de Suboficiales de las Fuerzas Armadas de la Nacion, Calle Moreno 1890, Buenos Aires.

Lebanese tourist projects interest U.S. investors

Robert B. Anderson, former Secretary of the Treasury during the Eisenhower Administration, visited Lebanon from May 15 to May 21 to examine possibilities for U.S. investment in Lebanese ski resorts such as the Cedars and Laklouk.

Mr. Anderson, who talked to many Lebanese and American bankers and businessmen, is associated with the American investment development firm, Interser, Inc., with offices in New York and Beirut.

Interser officials in Beirut told U.S. Embassy officials in Beirut that although negotiations are in the exploratory stage, the possibility for the investment of several million dollars of U.S. capital in Lebanese tourist projects does exist.

Electric motor, generator output sought in India

Financial, technical help asked by manufacturer

An Indian manufacturer wishes financial and technical collaboration to produce certain special types of electric motors and generators.

The Government of India reportedly has granted a license authorizing the manufacture of 2,000 units a year, based on a single-shift operation.

The firm proposes to manufacture commutator motors, d.c. generators, a.c. motors, d.c. welding generators and other d.c. motors and generators.

The American investor will be asked to arrange for the supply of machinery for the project and provide a complete range of technical aid and engineering advice.

In return, he will receive a share up to 50% in the equity capital of a company to be formed.

Offers for the supply of technical know-how without financial participation will be considered and, in such cases, a royalty of 3-4% or net ex-factory rates is proposed.

Write to the Office of International Investment, Code 4-362-4, U.S. Department of Commerce, Washington 25, D.C., for further information.

Coffee plantation for sale in Congo

A 640-acre plantation planted in coffee and rubber is offered, includes housing, equipment and tools

The owner of a coffee plantation in the Republic of the Congo wishes to sell his plantation and all related equipment.

The plantation consists of a modern, equipped, 3-bedroom house, a fully-equipped plant for treatment of the coffee produced by the plantation, housing for the labor force, and necessary tools and agricultural equipment for maintenance of the coffee plots.

Some 640 acres, fully planted in coffee and 6,000 rubber trees, are offered for $30,000. An additional 247 leased acres, with 185 acres planted, are available at $10,000.

Further details are available on loan from the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C., or letters may be sent to Mr. C. Husband, 18 rue du Puits-a-Cagnet, Issoudun (Indre), France.

ROUNDUP IN HONDURAS: The cattle industry is sharing in the general rise of the Honduran economy. A livestock feed plant at San Pedro Sula was among several new factory openings taking place recently.

Honduras moving forward evenly; several new factories open and United Fruit plans hardy bananas

Ample sugar crop prevents fulfilling pledge to El Salvador; IDB expected to approve $15 million development loan; only capital city doesn't share in forward trend

Almost all sectors of the Honduran economy are moving forward evenly and the Central American nation should provide an increasingly varied market for U.S. goods as her economy matures.

Significant developments have been reported in coffee, lumber, sugar and bananas, several new industries have begun operations and more are scheduled to begin soon, and a series of social and economic development projects have been approved.

The Honduran north coast area experienced a noticeable upturn in business during the first quarter of 1962.

Merchants in this area reported better sales than in the comparable period of 1961, but in Tegucigalpa trade was unaccountably sluggish.

Although exchange holdings have tapered off, government revenues are up over last year due to increased collections from import duties and internal beverage taxes, according to the U.S. Embassy in Tegucigalpa.

The United Fruit Co. is planning an extensive planting program which should significantly reduce unemployment in the San Pedro Sula and Tela areas.

In the field of agriculture, Honduras is rapidly becoming self-sufficient in sugar production and new markets are being found for quality Honduran lumber.

Several new small manufacturing plants have started operations and investors have shown interest in establishing others, including a glass bottle factory.

One of the reasons for the North Coast business revival is the seasonal increase in coffee shipments, but merchants generally reported that sales were better than in the same season last year.

In Tegucigalpa, however, retailers could see little improvement and some reported a continuing drop in sales volume.

Trade picture brightens

Government receipts from import duties are larger than last year's, indicating that imports at least were continuing at high levels during 1962.

Final trade results for 1961 showed a rise over 1960.

Imports in 1961 remained practically the same at $72.0 million (compared with $71.8 million in 1960), but exports rose more than $3 million to $66.7 million.

The rise in exports was due mainly to an increase in banana shipments, which more than offset a drop in coffee and lumber sales.

Including contributions to international organizations, net foreign exchange reserves at the end of February amounted to $8.6 million, compared with $9.4 million at this time last year.

The reserve position has probably improved, since the seasonal increase in reserves usually begins in March.

Development loans approved

A special mission from the Inter-American Development Bank (IDB) visited Honduras early this year and announced that the Bank will consider financing a package of 4 projects totalling nearly $15 million.

The projects would involve loans of $2.25 million to the National Housing Institute for the construction of low cost housing, $1 million to the government for the construction of feeder roads in the Sula Valley, $2.5 million to the National Development Bank for credit to small farmers, and $8.5 million to the National Development Bank for specific project loans in agriculture, cattle raising, and industry.

The IDB has already earmarked $6 million for loan to the National Development Bank.

The United Fruit Company is considering an extensive banana planting program which would eventually see the disease resistant Valery strain replace the

Gros Michel, which is highly susceptible to Panama disease.

Under the program, 5600 acres would be planted this year with 7500 acres to be planted in each of the following 4 years.

If adopted this plan would increase production 85% by 1966, as well as provide 2,000 new jobs in the North Coast area where unemployment remains a serious problem.

On February 27, The Honduran Congress ratified the International Coffee Agreement and its annexes.

Although Congress waited several years to ratify the Agreement, Honduras has recognized its obligations under it since participation was approved by Presidential decree in September 1959.

Honduras is rapidly becoming self-sufficient in the production of sugar and has had trouble complying with its treaty obligation to import 4,000 tons annually, from El Salvador.

Imports in 1961 were considerably below this figure and Salvadoran interests have been pressing for Honduran compliance this year.

The Minister of Economy and Finance has announced an agreement allowing Honduras to import less than its obligation.

In return Honduras agreed to support the Salvadoran effort to secure a larger sugar quota from the U.S.

Lumber finds new markets

Despite the loss of the Cuban market and a decline in shipments to Venezuela, lumber exports in 1961 were down only 8% in value and 11% in volume.

Venezuela and Cuba, which in 1959 absorbed 55% of Honduran exports, accounted for only 19% of the market in 1961.

Exports during the first quarter of 1962 reportedly compared favorably with those of previous years, indicating the industry is finding new markets.

Competition among lumbermen has increased within Honduras itself.

New sawmills and enlarged capacity of older mills have made several companies use more care in selecting and sawing logs to produce a greater percentage of first grade lumber for the European market.

Representatives of the Central American brewers met in Tegucigalpa in March to discuss the establishment of a glass bottle factory in Honduras.

The brewers plan to put up an initial capital of about $1 million and then seek a loan for the balance from the Central American Bank for Economic Integration.

STRONGER BANANA: United Fruit has announced plans to introduce a more disease-resistant strain to its Honduran plantations. (Pan American Union)

The plant's capacity would satisfy the bottle requirements of the breweries and soft drink plants in the 5 Central American republics.

During the quarter, Cerveceria Tegucigalpa, S.A. began a new plant in Tegucigalpa which will house all of its soft drink bottling operations.

An investment of approximately $750,000 is involved, 65% of which will be used to purchase machinery with a bottling capacity of 460 bottles per minute.

A new aluminum kitchenware firm, Articulos Nacionales de Aluminio, was organized at San Pedro Sula at the end of 1961.

It has already installed part of the required machinery and expects to start production this August.

The Molinos de Honduras corn flour mill in San Pedro Sula began production during the latter part of March, at the rate of 7 tons daily.

The flour is delivered to dealers in 75 pound bags, but it will be sold to the public in 1 pound cellophane bags.

An American company tentatively plans to establish a plant to manufacture polyethelene bags at Tela.

The plant production would originally be limited to manufacturing bags for the United Fruit Company.

In March a live stock feed plant called Fabrica Nacional de Alimentos Concentrados was opened at San Pedro Sula. The plant is producing packaged feed for poultry as well as cattle.

Aluminum trade of U.S. grows

Exports of crude metal and semi-fabricated shapes ahead of '61; imports of crude aluminum up

U.S. trade in aluminum for Jan.-Apr. 1962 reflects a general rise, compared to 1961.

Exports of crude aluminum from the U.S. in April were off slightly from March but the 4-month total continued well ahead of last year, Business and Defense Services Administration reports.

The United Kingdom, West Germany, India and Australia are the principal markets for these exports.

Crude aluminum exports in April were 20.8 million pounds, compared with 24.4 million pounds in March.

The 4-month total for 1962 crude aluminum exports was 105.2 million pounds, compared with 98.8 million for 1961.

U.S. exports of semifabricated aluminum shapes in April, 9.3 million pounds, were about the same as in March; the 4-month total reached 35.8 million pounds, up from 20.5 million in 1961.

Aluminum scrap exports dropped to 10.8 million pounds in April from 13.8 million pounds in March; the Jan-March total was 47.9 million pounds, down from 57.5 million pounds in 1961.

Imports of crude aluminum in April climbed to 46.3 million pounds, up from 37.8 million in March, bringing the 4-month total to 143.7 million pounds compared with 95.1 million in 1961.

Canada, Norway and France are the principal suppliers of U.S. imports of crude aluminum.

U.S. imports of aluminum semifabricated shapes of 12.1 million pounds in April were about the same as March and the 4-month total of 31.5 million pounds approximated that of a year ago. Belgium is the largest shipper.

U.S., UAR discuss civil aviation

Delegations of the U.S. and the United Arab Republic initiated civil aviation consultations in Washington on June 19.

The Delegations are discussing various problems in accordance with the bilateral Air Transport Agreement of 1946.

SUDANESE LIFELINE: Freight cars stand by for the cargoes of merchant ships unloading in the background at Port Sudan. Transportation difficulties inland sometimes hinder the rapid flow of goods from this Red Sea port, which is Sudan's only outlet to the world's waterways. Port facilities themselves are being improved through proceeds of a $39 million World Bank Loan to the Sudan. (United Nations Photo)

Sudan offers friendly climate for private investors; import controls eased, U.S. sales up

American investor must be prepared to provide initiative; strict credit rules lose potential sales to Europeans

The promise of further expansion of American trade with the Sudan is contained in a recent economic summary prepared by the U. S. Embassy in Khartoum.

The report tells of a sound economy where trade and investment levels continue to rise, and where the U. S. climbed to fifth place among suppliers of Sudanese imports in 1961.

The government encourages private enterprise and foreign investment, but appears quite ready to enter into essential businesses or industries where it feels private enterprise is too slow or incapable of developing them.

Given a continued market for the Sudan's exports and no distracting external pressures, the Sudan seems likely to progress rapidly under a mixed economic system combining government participation with a substantial private sector.

There is very little investment capital or industrial "know-how" in the Sudan and unfortunately little understanding of how to attract foreign investment and organize an enterprise; therefore, American businessmen interested in the Sudan must be prepared to provide a great deal of the initiative.

Nevertheless, the Sudan does seem to provide a relatively good trade and investment climate among African countries.

Best investment areas

The main areas of investment and trading opportunities appear to lie in light industries, transportation and communications equipment, building materials, supplies and equipment for agricultural and livestock production and processing.

The Sudanese internal market is still relatively small, as probably not more than 3 million persons actually participate in the monetary sector of the economy. But with the present quickening of industrial and agricultural expansion, the national income is expected to rise markedly in the next few years.

Planned improvements in transportation and more vocational and technical training should also contribute to this expansion.

The economy is basically viable and has large undeveloped potential in agricultural and animal production.

Import trade expanding

The Sudan's 1961 imports rose by more than $51 million over the 1960 level, reaching $236 million and causing an unfavorable trade balance of about $56 million for the year.

The biggest import increment was in machinery, which doubled over 1960 to almost $40 million.

This increase was largely due to the quickening pace of the Sudan's development programs, but increases were also registered in consumer goods and other types of imports.

The Sudan expanded its list of imports which could be brought into the country under "open general license," and import licenses were granted and foreign exchange made available without discrimination against dollar purchases.

U.S. traders too choosy

American exporters insisting on letters of credit often could not compete with European exporters who more commonly sell against sight drafts.

The credit situation continued to be tight due to large inventories and long delays in forwarding goods from Port Sudan because of transportation difficulties.

Short-term bank interest rates were 6% when available, while private lenders were charging as high as 18%.

The United Kingdom continued its dominance as the major supplying country, accounting for slightly more than one quarter of the Sudan's imports. The U. S. supplied 6% of the Sudan's total imports in 1961.

Exports dip slightly

Foreign trade figures for calendar year 1961 show that the Sudan's $180 million in exports dropped slightly from the 1960 level of $186 million.

Shipments of its principal export crop, long-staple cotton fell off 15%, but increased exports of peanuts and American types of ginned cotton made up for part of the decline.

Principal purchaser of Sudanese products continued to be the U. K., which

WEIGH-IN CEREMONY: Sudanese farmers watch as the official scales are adjuster to weigh their cotton. Shipments of long-staple cotton, the Sudan's principal export crop, fell 15% in 1961. (World Bank Photo).

purchased about 20% of the Sudan's total exports.

On the other hand, the U. S. accounts for less than 3% of the Sudan's exports, made up almost entirely of gum arabic, hides and skins.

The Sudan's main exports are agricultural and animal products. Although the Government actively encourages diversification of agriculture, cotton and cottonseed still earned more than half of the country's foreign exchange earnings in 1961. Gum arabic, peanuts, sesame, dura (sorghum), livestock, and other animal products followed in order of value.

Industrial development perks up

The pace of industrial development quickened in 1961.

The $20 million private Sudan-American textile mill with a capacity of 70 million yards per year went into limited operation in late 1961. This mill is American owned and was financed with a $10 million Development Loan Fund (DLF) loan.

The foundation stone for a second private mill was laid in 1961.

A government tannery with a rated output of 18 tons per day was inaugurated. It was built with financial and technical assistance from Yugoslavia.

The nation's first flour mill went into operation in 1961 with a rated capacity of 240 tons of flour per day.

Under construction during 1961 was a 60,000 ton per year sugar factory owned by the Sudanese Government using West German financial and technical assistance.

A government cardboard factory which will produce 4,000 tons of cardboard per year from cotton stalks was nearing completion at the town of Aroma in Kassala Province.

Papyrus still useful

Another project still in the planning stage is a paper mill using the vast supplies of papyrus on the upper White Nile as the basic raw material.

Shell Oil Company announced plans to build an oil refinery at Port Sudan which is to begin operations in 1964. Mobil Oil plans to increase its investment in the Sudan with new marketing facilities.

Technical and financial assistance from the Agency for International Development (AID) helped form an Industrial Bank in 1961. The bank will start making medium-term industrial loans to local entrepreneurs in 1962.

The above information was obtained from a detailed economic summary recently prepared by the U. S. Embassy in Khartoum. Copies of this report will be available on a loan basis from the Africa Division, Bureau of International Programs, Department of Commerce, Washington 25, D.C.

Colombia raises import duties; coffee price falls

Consumer goods market weak; agrarian reform continues

Sharply increased import duties may curtail American exports to Colombia, as that nation struggles to overcome a rising trade deficit.

The Colombian government tightened import controls in April and May by temporarily raising prior deposit requirements on imports to a range of between 20% to 200% and by subjecting over 100 items to prior import licensing.

These steps were designed to combat a worsening trade imbalance caused by lower coffee export prices and by import levels which had reached an average of $40 million a month, according to the U. S. Embassy in Bogota.

Coffee still sags

Coffee receipts continued to sink in April, as the average price of Manizales coffee sank to 41.5 cents a pound compared to 43.9 cents a year ago.

While the New York price was falling the domestic support price was also driven down as the Coffee Federation lowered its purchase price from $74.6 (500 pesos) to $69.4 (465 pesos) per 125 kilos.

The new pricing policy means less money for coffee growers but is considered necessary in view of falling international prices, smaller exports, and the need to bring production in line with the proposed international coffee agreement.

Consumer durables up

Production gains were spearheaded by consumer durables, particularly electrical appliances.

However, output of consumer nondurables, capital, and producer goods, either levelled off or decreased.

Market stimuli to production were weak, as evidenced by a considerable buildup of finished goods inventories in the machine tool, automobile, cotton textile, and steel industries.

Nonferrous metal (especially electrolytic copper), industrial machinery, and chemical inventories also showed significant increases.

On the whole, finished goods in producers' hands in February 1962 were 35% above the corresponding month of

SIDE BY SIDE: Natural and man-made wonders rival each other on this Colombian hillside. The scene is the site of the Medellin power project, financed through a World Bank loan. The World Bank has also loaned a Colombian firm $50 million to expand Bogota's electric and thermal power capacity.

1961, and continued to show rising tendencies.

Development projects postponed

To curb an expected budget deficit of $36.3 million (243 million pesos), the government postponed all planned development projects and cut expenditures by 30% for the remainder of 1962 for projects already underway.

The government's policy of monetary restraint halted the expansion of the means of payment in April, while commercial bank reserve requirements were increased to 22% of demand deposits.

In the exchange market, the free peso rate continued to depreciate with the peso selling at around 9 to the dollar.

The official certificate rate of 6.7 pesos per dollar, however, remained unchanged despite considerable criticism that the rate was "unrealistic".

Gold and foreign exchange reserves remained steady at $137 million.

Inflationary pressures during April were especially heavy on the consumer, who was faced with higher food prices. In the Bogota area the cost of living for employees' families was up 1.4% over the March level.

Agrarian reform

The Colombian Institute for Agrarian Reform announced that it intends to acquire 35 parcels of land totaling about 15,000 hectares (1 hectare equals 2.47 acres) for the settlement of 750 families some 60 miles southwest of Bogota.

In the industrial sector, Fabrica Colombiana de Materiales Electricas (FACOMEC) at Cali announced a 50% expansion in capacity to produce certain types of heavy electrical cable.

FACOMEC expects Colombia's mounting requirements in the electrical field to provide a larger market for its products.

Though virtually all of FACOMEC's machinery is of European origin, the firm tends to buy its raw materials in the U. S.

World Bank loans $50 million

To increase the electric power supply in the Bogota area, the World Bank in May loaned $50 million to Empresa de Energia Electrica de Bogota.

Hydroelectric and thermal generating capacity will be increased by 183,000 KW to 428,000 KW, while transmission and distribution facilities will be expanded.

The pharmaceutical industry has become one of the fastest growing in Colombia. Recent data released by that industry show that employment has quintupled since 1953, from 3,000 to 15,000, while wages have risen ten fold from 10 million to 100 million pesos.

Increased self sufficiency is reflected in lower imports of raw materials and semi-manufactures, while the Colombian drug industry is now in a position to export ($1.2 million in 1961).

Colombia's principal maritime carrier, the Flota Mercante Grancolombiana, reported a very good year in 1961.

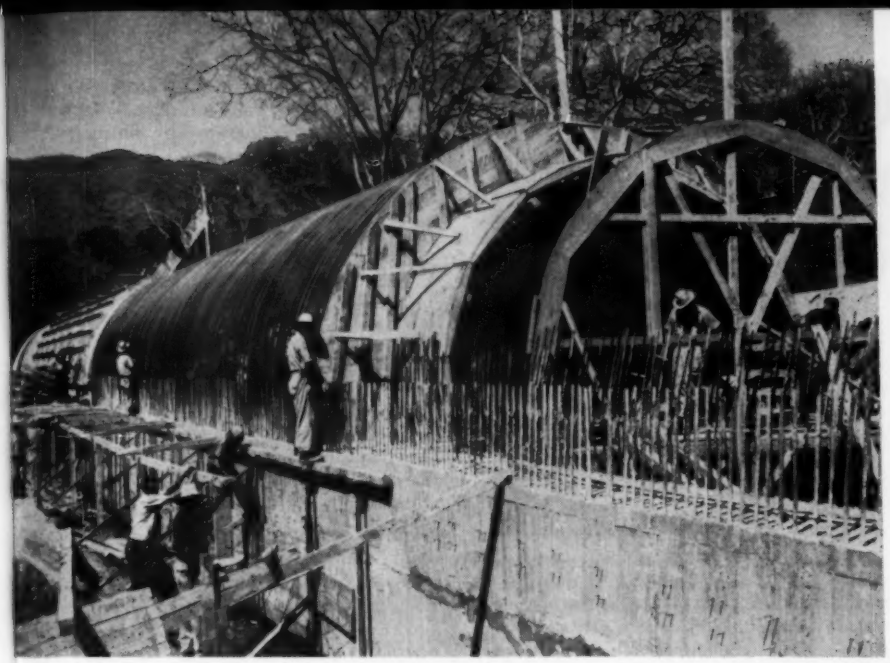
The president of the Flota announced that nearly 2 million tons of cargo were handled by the fleet in 1961, up 8% over the previous year while revenue increased by 11% over 1960.

The president also called for creation of a special maritime conference of different Latin American shipping firms to study mutual shipping problems affecting members of the Latin American Free Trade Association (LAFTA).

Foreign trade meeting to hear role of private firm abroad

More than 2,000 American business executives are expected to attend the 49th annual convention of the National Foreign Trade Council in New York's Waldorf-Astoria Hotel Oct. 29-31.

The convention's theme will be: "World Business in a Time of Change—Challenges and Prospects." John Akin, president of the NFTC, has announced that it will explore the role of private enterprise in a world undergoing rapid changes which "are now posing many new and disturbing problems for companies engaged in international business."



ROAD GANG: Workers build a reinforced concrete culvert on the Valencia-Puerto Cabello toll highway, part of Venezuela's 4-year highway development program which began in July 1960. A $45 million World Bank loan is financing the construction of more than 58 miles of multi-lane turnpikes. (World Bank Photo)

Venezuela survives buffeting of 2 revolts, exchange reform

Economy shows basic strength by advancing in most areas; many new industries take root; oil output increases

Venezuela has demonstrated the viability of her economy by weathering two revolts and a foreign exchange reform, and appears to furnish a reliable field for U.S. trade and investment activity.

April saw a marked uptrend in Venezuelan petroleum production, the prompt liquidation of a left-wing revolt and the subsequent suspension of political activity by the 2 extreme left parties, and the government's success in carrying through the April exchange reform in the face of strong criticism.

A second radical revolt was smashed early in June.

Despite the generally favorable tenor of major economic and political developments, business indicators have been mixed.

There is visible evidence of increasing construction activity in Caracas; on the other hand, price and other readjustments following the exchange decrees are bound to have a temporarily dampening influence while business adapts to new conditions.

Partly for this reason, there has been some agitation for easier money.

Solid economic base

The strength of the recent commercial and industrial improvement was demonstrated by the economy's surviving both the drastic April 2 revision of the foreign exchange decree and the list of controlled imports entitled to foreign exchange at the lower rate of 3.35 Bolivares to $1, and the serious attempt by leftist military and political figures to overthrow the government, without any noticeable slump in the general trend.

There were temporary lulls just after each event and the overall moderate upward trend may have flattened out somewhat, but the important fact remains that 2 heavy blows such as these caused no fall off in activity.

To avoid misinterpretation, it should be added that certain sectors were seriously affected.

Some commercial representatives, importing items now removed from the controlled list, will have their businesses curtailed or even closed.

But overall, the effects will probably parallel those previously experienced in cigarettes, automobiles, and liquor where local production and distribution took up most of the slack caused by severe cuts in imports. Of course, the long term effects of the 2 decrees on the cost of living and wage levels remain to be seen.

Commission controls exchange

The decree of April 2 set up a commission to review and decide on all pending applications for controlled foreign exchange registered under the former decree or which, though required to be registered, could not be accepted for registry through lack of documentation.

This group, made up of high ranking representatives of both the government and private sectors, is now meeting 3 days per week to dispose of this large backlog.

The commission has not announced the policies on which their decisions will be based.

Many U.S. exporters and investors are extremely interested in the outcome of this work, which will confirm or deny their right to remit funds at the 3.35 rate.

Private sector groups, particularly industry, have continued to object publicly and privately to the decree, which put an end to imports of most machinery, equipment, raw material and all consumer goods at the favorable "controlled" rate of 3.35 Bolivares to $1. Imports of these goods must now be paid for at the official free rate of 4.54 Bolivares to the dollar.

On April 4 the Central Bank lowered the commercial bank "controlled free" dollar rate from 4.58 to 4.54 Bolivares. Bank officials hinted strongly that a further drop to 4.50 Bolivares was quite possible if exchange developments were favorable.

As a result of the exchange reform, more than three-quarters of all foreign exchange transactions now take place at the controlled free rate.

Recovery may be peaking

Many observers report financial indications that the gradual economic recovery of the latter half of 1961 may have leveled off during the first quarter of 1962.

The exchange reform gave rise to pleas for a more liberal monetary policy to offset the adverse liquidity effects on importers, who will now require additional working capital to finance more expensive imports.

Monetary authorities are expected to exercise caution in this respect, however,

to avoid additional pressures for price increases.

Observers also pointed to a first quarter fall in new capital subscriptions in the Federal District; net capital subscriptions in corporate enterprises were 64 million Bolivares compared to 191 million in the same period of 1961.

Other investment high

There were signs, however, that investments in other areas and particularly in the manufacturing industry will continue at a high level.

The Creole Investment Corporation, for example, announced investments of over 13 million Bolivares in manufacturing and agricultural enterprises in the first 4 months of the year and there were indications that the company's investments would be increased by additional capital subscriptions in the near future.

Creole's investments, which stress the use of local raw materials, are expected to provide job opportunities for more than 5,000 Venezuelans.

Repay U.S. loan

Treasury transactions in March showed a deficit of 80 million Bolivares due to the payment of 111 million Bolivares on the U.S. bank loan of 1960.

However, a surplus of 26 million Bolivares was recorded for the entire first quarter, and quarterly tax payments from petroleum and iron companies and foreign loan funds in early April should result in a substantial Treasury surplus for that month.

On April 27 the Loan Investment Control Commission authorized last year was formally installed at a ceremony attended by President Betancourt.

The Commission, consisting of representatives of the Chamber of Deputies, labor organizations and private business sectors as well as government officials, is responsible for safeguarding the expenditure of public funds obtained through foreign loans.

The President pointed out that to date there is little for the Commission to do, since only a small fraction of foreign loan funds obtained for investment purposes is being spent. But he also expressed the opinion that the Commission would be fully occupied within a few months when the various projects financed by foreign loans gather momentum.

Highway system grows

Venezuela's 4-year highway development program will pass the halfway mark this month, with the most ambitious projects underway being 2 stretches of toll highway totalling over 58 miles, financed chiefly by a $45 million loan from the International Bank for Reconstruction and Development (World Bank).

BRAND NEW ARTERY: A completed section of the Tejerias-Valencia highway stretches off toward the Venezuelan mountains on the horizon. Road-building constitutes only one facet of Venezuela's development plan, which also calls for expanded housing, water supply, educational facilities, industry and manufacturing. (World Bank Photo)

The government plans on investing a total of $460 million under the road plan, and an additional $120 million for study, design, supervision and maintenance.

At present Venezuela has more than 26,000 miles of roads, 8,200 of which are paved. The country's terrain is more suitable for highways than railroads, and the national railway system is likely to remain small.

Housing program underway

Enough funds had been authorized under the Urban Housing Construction program by mid-April to cover the construction of 2,704 houses and 138 apartment buildings containing a combined total of 6,240 dwelling units.

Although expenditures are just beginning under this program, obligations incurred have already provided a much-needed boost for the depressed construction industry.

There has been considerable activity in establishing new industries, especially in the Valencia area. Cartones Nacionales, S.A., with Container Corporation of America participation, and United Carbon de Venezuela, C.A., with participation of United Carbon (U.S.) and American and Foreign Power, opened new plants on April 29.

The 30 million bolivar Cartones Nacionales plant will employ 500 to 1,000 workers and has a daily productive capacity of 72,000 kilograms of finished goods.

Local materials

The plant will obtain its waste paper from 25 company pick up points which have been established throughout Venezuela.

The 15 million bolivar United Carbon plant has an annual productive capacity of 6.3 million kilograms, which should meet all current needs as well as those arising in the foreseeable future.

The plant is almost completely automatic and incorporates the latest scientific advances made by the industry.

Another recent development in the thriving Valencia area was the sale of a large tract of land in the Industrial Zone to Pelaez Hermanos.

Auto parts plants

This firm is promoting the establishment of 8 automobile parts factories which, according to present plans, will begin operation within the next 4 to 5 years.

Panelfab de Venezuela, C.A., with a paid-in capital of 268,000 Bolivares was incorporater during the first week of May after an April campaign publicizing its low cost prefabricated aluminum housing units.

Already in production using imported materials, Panelfab intends to expand production when locally-produced aluminum products become available.

Cook Chemical Company of Kansas City, Missouri, manufacturers of Real Kill insecticides, announced its intention to begin local compounding, mixing and packaging in cooperation with Desinfectantes Nacionales (DESINACA), of Caracas.

A corn products processing firm, Compania Productos de Maiz, S.A. (PROMASA), is building a 10 million bolivar plant at Chivacoa in Yaracuy State, to begin operation in October, 1962.

The plant will consume some 180,000 kilograms of Venezuelan corn daily in the production of corn flakes, oil, flour and other items.

Oil output spurts

Record-breaking petroleum production continued through the month of April, when the average production was 3,106,-428 barrels per day as compared to 2,755,600 barrels per day in 1961.

The January-April 1962 figures are re-

ported as 3,175,000 barrels per day, 7.3% higher than for the same period in 1961.

Increased sales of Venezuelan petroleum to Brazil and certain European markets account for this unexpectedly high production rate, according to a report issued by the Ministry of Mines and Hydrocarbons.

March iron ore production was 1,283,000 metric tons compared to 1,436,000 metric tons in 1961, a falling off of some 10.6%. Total production for the entire first quarter, however, was off 24.18% and the industry is not showing signs of immediate improvement.

Surpluses and shortages

Egg overproduction is being studied at a high level, as producers became increasingly alarmed over the drop in prices. Sesame production for 1962 was officially estimated at 28,212 metric tons, 13% higher than in 1961. Sugar production for 1962 was forecast at 240,000 metric tons, slightly higher than domestic consumption requirements and reports from the coffee producing areas indicate an excellent crop in the making.

Cotton production declined in the major producing area of Portuguesa State from 3,600 tons to 2,700 tons because of heavy rains and sisal production dropped 16% in 1961 to 8,380 tons.

Dairy production news was widespread as various ministries struggled with the milk subsidy problem. It was announced that 2 new plants would increase domestic dry whole milk production by 770,000 pounds daily sometime in 1962.

The Ministry of Fomento announced that 4 new cheese factories would meet 70% of Venezuelan demand by late 1962.

Meanwhile, restrictions on cheese imports imposed in late 1961 have resulted in sharply higher prices for imported cheese.

Reports from many states indicate that the "Corn Plan" was well underway. Several government ministries are cooperating in this effort to increase corn production.

Cargo tonnage imported through the major ports of La Guaira, Maracaibo and Puerto Cabello fell to 159,961 tons in April, an appreciable drop from the March total of 195,797 tons but still a shade better than April 1961.

April thus became the tenth consecutive month in which import tonnages exceeded those of the corresponding month of the previous year.

Indian firms enter 31 agreements with U.S. firms; British second

Developing nation offers various opportunities to many countries; chief American participation is in industrial enterprises

Foreign investing in India continued at a high level during the first quarter of 1962, with the Government of India approving 123 new collaboration agreements between Indian and foreign firms.

A total of 400 such agreements were approved in 1961.

The new agreements cover a wide range of industries and should contribute materially to the growth and diversification of Indian industry as well as provide U.S. business with profitable overseas opportunities.

American projects

American firms are collaborating on 31 of the agreements with chief emphasis on industrial enterprises. Agreements have been made by Fafnir Bearing Co. with Bharat Ball Bearing of New Delhi for the manufacture of ball, roller, and taper bearings; Revere Copper and Brass with Shri G. D. Binani for the manufacture of copper/brass tubes, rods, etc.; Draper Bros with Cooper Engineering of Bombay for the manufacture of automatic looms; Beaunit Mills, Inc., with Delhi Cloth and General Mills of New Delhi for manufacture of rayon tire cord yarn; Kaiser Engineers Overseas Corp. with Hindustan Aluminum of Mirzapur for aluminum fabrication facilities; Continental Carbon with P. J. B. Industries of Calcutta for the manufacture of carbon black; Cummins Engine Co. with Kirloskar Oil Engines of Bangalore for the manufacture of Cummins diesel engines; International Harvester, with Mahindra and Mahindra for the manufacture of agricultural tractors; Basic Products Corp. with Steel Plant Pvt., Ltd., of Bombay for the manufacture of heavy duty furnaces; and Allied Products Corp. with Mohanwi Corp. of New Delhi for the manufacture of aircraft and automobile parts.

Non-industrial projects

Other items to be produced under American collaboration agreements include electrodes, transistors and diodes, capacitors, refrigeration compressors and valves, air conditioners, hydraulic and semi-hydraulic industrial and automotive hoists and lubrication equipment, synthetic camphor, insulation materials, high pressure gas cylinders, variable speed and geared motors, pre-stressed concrete pressure pipes, polyethelene plastic coated materials, polystyrene, and hydrafluoric acid and carbon tetrachloride.

British right behind

Firms in the United Kingdom concluded 30 agreements for the production of dyestuffs, transformers, locomotive accessories, industrial instruments, radial drilling machines, threading and sewing machines, Meadows diesel engines, clutch plates for motor vehicle systems, and other products.

European Common Market countries also accounted for 30 of the approved agreements, 15 of these being with firms in West Germany.

Items to be produced with West German, French, Dutch, and Italian collaboration include fractional horse-power motors, steel forgings, designing and metal finishing equipment, hypodermic, surgical, and dental needles, extruding machines, cast iron spun pipes, high pressure gas cylinders, electric lamps, and industrial furnaces and lathes.

One of the West German agreements is between Vereinigte Aluminum Works and Tendulkar Industries of Bombay for a 50,000 ton aluminum plant.

Japanese collaboration was approved on 8 projects for the production of radio components, timepieces, steel wire ropes, lathes and shapers, polyvinyl chloride liquid chlorine and calcium carbide, water meters and small paper mill machinery.

Cross-section of nations

Other agreements with firms in East Germany, Switzerland, Austria, Australia, Sweden, Denmark, Canada, Czechoslovakia, Finland, and Hungary cover the production of such items as universal milling gear, hobbing and slotting machines, single and poly-phase electric meters, electric hoists and blocks, wire mesh, welding electrodes, syringes, feed milling plants, capacitors, electric lamps, bicycles, chemical intermediates, wood working machines, electric furnaces, milling machines, electric motors, fly wheel ring gears, and abrasive grains.

Egyptian draft charter would nationalize basic industry, extend land redistribution

Private business to operate within limits set by public sector; banks, insurance companies to stay privately owned, subject to progressive taxation

A blueprint for the future political, economic and social organization of the United Arab Republic is embodied in the draft National Charter presented by President Gamal Abdel Nasser at a recent political gathering.

According to the U.S. Embassy in Cairo, this proposed successor to the 1958 provisional constitution provides:

1. The major skeleton of production machinery—railways, roads, harbors, airports, power, dams, land, sea and air transportation, and other public services—are to be reserved for public ownership.

2. Most heavy, medium, and mining industries are to be publicly owned, although private ownership may be allowed in this domain provided it is controlled by the public sector.

3. Light industry is to be open to private ownership but must be beyond monopoly and the public sector must provide the guidance.

4. All import trade and three-fourths of export trade must be in the public sector.

5. Three-fourths of internal trade may be in the private sector, but with standards set by the public sector, particularly by means of cooperatives.

6. All banks and insurance companies are to be reserved for private ownership with progressive taxation and rent control laws preventing exploitation.

7. Agricultural land is to be reserved for individual ownership supported by agricultural cooperation applied to exploitation of the land, crop financing, mechanization and marketing.

8. Land ownership must be limited to 100 feddans (103.8 acres) per family of father, mother and minor children (rather than per individual) in order to expand ownership to the largest number of wage earners.

9. Increased agricultural production is to be achieved along three fronts: (a) horizontal expansion—constant and continuous reclaiming of desert and wasteland, (b) vertical expansion—raising the productivity of cultivated land by increased use of fertilizers and new kinds of seeds, and by restudying the economics of agriculture crops, and (c) industrialization of the countryside.

10. Foreign capital and assistance are to be accepted under a priorities system, with first priority assigned to unconditional public grants; second to unconditional public loans. Private foreign investment is to be limited to "indispensable" operations requiring international know-how.

In its social and labor aspects, the Charter stresses: trade unions for agricultural workers; expansion of existing trade unions to include cooperative housing, consumer cooperatives, vacations and cultural benefits for workers; family planning to stem too-rapid population increase; medical care for all; education for all in accordance with abilities and talents; jobs and a minimum wage for all; maximum income to be established by the tax structure; old age security to be broadened; equal status for men and women; and freedom for all religions.

Chilean prior-deposit system based on import transactions

Chile has enacted a new prior-deposit system based on the value of import transactions.

As of June 18, import registrations require a 90-day deposit in Government bonds as provided in a new scale of prior deposits. Imports formerly exempt from prior deposit requirements will continue to be exempt under the new system.

South Africa duty changes affect auto units, others

Tariff protection for South African manufacturers of certain automobile components has been provided by revised treatment of CKD (Completely Knocked Down) Packages entering the country for local assembly.

According to the U.S. Embassy in Pretoria, the new measures withdraw for specific duty treatment certain automobile components which used to be included in a CKD unit. Affected are springs (coil and leaf), spark plugs, oil, air and fuel filters, and plastic-coated textile fabrics. Except for the springs, for which a new duty has been set, rates are the same as those previously levied on separate imports of these items. The purpose is to protect local manufacturers (INTERNATIONAL COMMERCE, June 25, p. 42).

In other significant tariff revisions, the Government has reduced duties on some perfumes, outboard motors, metal venetian blinds, and vending machines. Increases have been imposed on air conditioners, DDT products, conveyors, transmission belts, inexpensive softwoods, and certain cheap woven cotton fabrics and man-made fibers and cloth.

Information on the new rates is available from the Africa Division, Bureau of International Programs, Department of Commerce, Washington 25, D. C.

Shifts in import surcharge list announced by Costa Rica

Dropping the 15% surcharge on glucose syrup (FOREIGN COMMERCE WEEKLY, Oct. 9, 1961, p. 8), Costa Rica has placed the product on List A—items on which there is no customs surcharge.

Other actions announced in *Diario Oficial* include:

A surcharge of 15% of the c.i.f. value has been applied to bags and sacks of jute, and to panel and pickup trucks. Previously, bags and sacks of jute, new or used, with or without printed labels were not subject to the surcharge. Panel and pick-up trucks, and other cargo-carrying vehicles were subject to a 30% surcharge. Current Costa Rican customs duties on these items are unchanged.

The modifications were published on May 24, April 28 and March 6, 1962, respectively. Revisions which increase customs surcharges become effective on publication date.

Thailand's commercial banking act changes capital, cash reserve rules, regulates real estate holdings

Commercial banks must maintain prescribed ratio of capital funds to total assets, deposit specified reserves with Thailand Bank

Major changes in capital funds and cash reserve requirements have been made under Thailand's new Commercial Banking Act, superseding the 1945 law.

Commercial banks are now required to maintain capital funds in proportion to total assets at a minimum ratio prescribed by the Bank of Thailand and approved by the Minister of Finance. With the bounds set at between 5 and 15%, the current rate fixed by the Bank is 6%.

Commercial banks are also required to have on deposit each day with the Bank of Thailand a cash reserve equivalent to 5 to 50% of its total deposits and not less than that stipulated by the Bank and approved by the Minister of Finance. The present prescribed rate is 6%.

Other regulations of the new Banking Act concern the holding of real property by banks, loan limits, maximum interest rates payable on deposits and discounting procedure.

Branches of foreign banks are required to maintain assets in Thailand of not less than 5 million baht (about $238,095.24), of a kind and in a manner designated. These branches must also comply with requirements covering their scope of operation, their expected deposits and their sources.

Additional information may be obtained from the Bureau of International Programs, Department of Commerce, Washington 25, D.C. An English translation of the act is available from the Department on a loan basis.

Investment guide published by Mozambique government

How to invest in Mozambique (41 pages), recently published in English by the Provincial Government, contains a great deal of information useful to Americans intending to trade or invest there.

Internal communications, power facilities, business and tax information, development plans, and import regulations are among the topics.

Copies are available on loan from the Africa Division, Bureau of International Programs, Department of Commerce, Washington 25, D.C., or from any of the Department's field offices.

India sets up trade board to spur economic teamwork

Establishment of a Board of Trade was recently announced in India by the Minister of International Trade. Representatives of government, private industry and trade serve on the board.

The new body is expected to bring about better cooperation between government and business.

Korean currency now based on 'won,' replacing 'hwan'

The won has replaced the hwan as Korea's legal currency, with the conversion rate set at ten hwan to one won. One U. S. dollar equals 130 won.

All residents of Korea are required to declare hwan holdings.

ECSC eases second-half 1962 iron and steel tariff rates

New iron and steel import quotas on a reduced tariff or duty-free basis have been announced for the second half of 1962 by the European Coal and Steel Community, affecting pig iron, steel sheets in coils for re-rolling, ball-bearing and roller-bearing steel, magnetic sheets, and special wire rods.

Details may be obtained from the Iron and Steel Division, Business and Defense Services Administration, Department of Commerce, Washington 25 D.C.

EEC anti-cartel regulations now available in English

The English text of the first implementing directives of the European Economic Community's anti-cartel regulations (FOREIGN COMMERCE WEEKLY, May 7, 1962, p. 824) can be obtained from the European Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

"Negative clearance" forms (stating that business firms do not violate EEC cartel regulations) and forms for registering new and previously existing agreements are available from the Joint Information Service, European Community, 235 Southern Building, Washington 5, D.C.

File forms with the Directorate General for Competition, EEC Commission, 12 Avenue de Broqueville, Brussels 15, Belgium.

Omitting c.i.f. prices can lose African sales

American exporters are losing important sales in African markets by failing to quote c.i.f. (cost, insurance and freight) prices when submitting tenders or business offers.

The Consulate General at Kampala, Uganda, reports that tender boards in East Africa frequently reject tenders in which f.o.b. (freight on board) and f.a.s. (free alongside ship) prices are given. It is essential to quote c.i.f. prices not only to tender boards but to all East African private companies as well. This enables the potential buyer to readily compare American prices with those offered by European and Japanese firms.

Many East African firms are reportedly refusing to even consider American offers because of difficulties in working out prices.

Information from South Africa indicates that advertisements in FOREIGN COMMERCE WEEKLY on behalf of South African importers have had overwhelming results—but importers have found that invariably prices are quoted in dollars only and never in c.i.f. terms.

Exporters trading with Libya have also been strongly urged by Libyan importers to quote their prices and prepare their invoices to show c.i.f., if possible, because customs duties are calculated in Libya on this basis.

Thai irrigation gets AID loan

2 projects near troops on Mekong; U.S. will assist on major structures

The Agency for International Development (AID) has announced a loan of $11.1 million to the Government of Thailand for construction of 3 irrigation systems in northern and northeastern Thailand.

The projects are key elements in a Thai development program for economically depressed areas. They will provide flood control and continuous irrigation for 118,000 acres of farmland, contributing to an increase in both rice and upland crop production.

Two of the systems will be in the Mekong River basin, where American troops were sent after the renewal of Communist attacks in neighboring Laos.

They are on the Lam Pra Plerng River near Korat and the Lam Pao River near Kalasin in the heart of the northeast region. The third project is on the Me Tang River near the Burma border in extreme northern Thailand.

To ensure an early start on construction, the U.S. and Thai Governments have agreed to confine the U.S.-assisted portion of the projects to dams and major canals and structures already thoroughly studied by engineers and economists.

The Thai government will undertake the final stage of water distribution and farmland development work separately.

Consequently, the loan amount is somewhat lower than originally estimated.

Under the revised and accelerated approach, the Thai Royal Irrigation Department will perform both engineering design and construction, with the assistance of an American engineer-consultant.

The U.S. loan is for 30 years at 3% interest with a 5-year grace period on principal repayments.

Peru raises black ink duty to 12¢ per gross kilogram

LIMA—Raising the basic import duty on "Fine black ink for use in lithographing, illustrating and fine printing" (Tariff Item No. 967) from 0.20 soles (about ¾¢) to 3.25 soles (about 12¢) per gross kilogram, Peru has kept the ad valorem surcharge at 15.917% of c.i.f. value, the U.S. Embassy reports.

The new duty rate, going into effect on Aug. 24, 1962, is for the purpose of assuring the market for a local producer.

Kuwait-led committee maps Trucial States aid program

Continuing its policy of setting aside part of its vast oil revenues for economic aid to less favored Arab countries, Kuwait has set up a 5-man Gulf Aid Committee to organize an aid program for the Trucial States, the U.S. Embassy reports. A delegation visited the Trucial States in February to provide background material.

Financing the construction of schools, hospitals, social service centers and similar institutions will be an early Committee goal in its basic drive to raise the standards of the Trucial States.

Kuwait's numerous contributions to the Trucial States for these purposes will be systematized through the new aid program.

U.S. to sell surplus food to Turkey and Venezuela

Turkey and Venezuela have agreed to purchase $12 million in surplus commodities from the U.S.

Turkey will buy 3.7 million bushels of wheat worth $7 million, while Venezuela divided her $5 million purchase among grain and grain products, fruits and vegetables, dry edible peas and beans, dairy products, oilseeds and products, and livestock products. Sale prices include costs of ocean transportation.

Proceeds (in local currency) from these sales will be used by the Agency for International Development (AID) for loans to local businesses or U.S. businessmen in the 2 countries; for economic development loans; payment of U.S. obligations and various other U.S. purposes.

Scheduled 10% tariff slash advanced 2 years by EFTA

The Council of the European Free Trade Association (EFTA) decided on June 21 that the next reduction of 10% in intra-EFTA tariffs on industrial products would take place on Oct. 31, 1962—accelerating the original schedule under which the reduction was to take place on Jan. 1, 1965.

Austria and Norway, exempted from this October 31 date, must make the 10% reduction by Dec. 31, 1962 and Apr. 30, 1963, respectively.

The early action is in line with EFTA's objective of matching European Economic Community (EEC) internal tariff reductions, and will bring internal EFTA tariff cuts to the 50% level applied in the EEC as of July 1, 1962.

Pakistan restricts Indus Basin firms' local borrowing

Foreign contractors' financing must come from own countries

Pakistan has limited loan facilities to foreign contractors in the Indus Basin Development Scheme. This affects firms under contract with the West Pakistan Water and Power Development Authority (WAPDA).

According to the U.S. Embassy in Karachi, the State Bank announced that foreign contractors seeking local loans should apply to the Bank's Exchange Control Department, under the following regulations:

1. Foreign contractors will not be allowed to establish any borrowing limits within the country.

2. Foreign contractors should arrange financing of their local operations from the country of their origin.

3. Necessary guarantee for repatriation of the funds brought into Pakistan by the contractors through banking channels will be provided. It will be in the interest of the foreign contractors to obtain the guarantee from the Control Department before laying down the funds. At the time of repatriation of the funds, prior approval of the Department will be required. Applications should be supported by Bank Certificates regarding the inward remittance of the funds. This will be a mere formality and approval will be given after processing by the Control.

4. In exceptional cases the State Bank will consider allowing borrowing limits with banks in Pakistan, but only up to a maximum of 25% of the funds brought from abroad in cases where it may not be possible either to properly time the receipt of overseas funds or to assess exact requirements.

Colombia import controls extended to fertilizers

Colombia has transferred fertilizers under tariff positions 343-347 from the free list to the prior import license list, the U. S. Embassy in Bogota reports.

Affected are nitrogenous, phosphatic, potassium and other fertilizers except fertilizers of animal and vegetable origin without chemical processing. These were transferred to the prior license list previously.

FOREIGN CONTRACT AWARDS

Described below are recent contract awards for construction work and supply of equipment, materials and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

CEYLON—Government awarded several contracts for **supply of magnesium tricilicate and zinc oxide.★**

PAKISTAN—Batala Engineering Co., Lahore, awarded contract for manufacture, supply and erection of **29 steel gates** for Trimmu-Sidhnai canal (FOREIGN COMMERCE WEEKLY, Feb. 6, 1961, May 15, 1961, Nov. 27, 1961, Feb. 19, 1962 and Mar. 12, 1962). Bid was about $250,000.

New exchange restrictions curb travelers from Ghana

ACCRA—Travelers from Ghana must now obtain specific authorization for foreign exchange allocations from the Bank of Ghana rather than from commercial banks, the U. S. Embassy reports.

Under new restrictions recently publicized by the Government, the annual basic travel allowance of £100 ($280) for adults and £70 ($196) for minors may no longer be accumulated over a 3-year period and the amount of Ghanaian currency notes which may be taken out of Ghana has been reduced from £20 ($56) to £10 ($28).

Travelers will not be permitted to bring Ghana currency into the country unless such currency was properly recorded in the traveler's passport at his departure from Ghana.

The personal remittance quota of foreigners employed in Ghana remains at 50% of salary receipts and may be approved by commercial banks without reference to the Bank of Ghana.

SOUTH AFRICA—Consortium of 3 South African firms awarded contract for civil engineering work for the proposed **137-mile railroad across Swaziland** (FOREIGN COMMERCE WEEKLY, June 19 and Oct. 23, 1961). $10-million-plus contract involves surveying, earthworks, tunneling, plate-laying, ballasting and building 15 major bridges. Firms are Roberts Construction Co. (Pty.), Ltd., North British Building, 84 Commissioner Street, Johannesburg; Murray & Stewart, Ltd., (P.O. Box 16) Durham Ave., Salt River, Capetown; and Rand Earthworks Construction Co., Ltd., P.O. Box 8694, Johannesburg.

UNITED ARAB REPUBLIC—In addition to recent $7 million order (FOREIGN COMMERCE WEEKLY, Feb. 12, 1962). Ministry of Agriculture awarded a $1.5 million contract for **insecticides** to Union Carbide Co., 270 Park Ave., New York 17, N.Y.

Swedish-Spanish protocol lists non-liberalized items

Twelve commodities worth about $497,940 (2,580,000 Swedish crowns) are included on List "S" in the Annex to the 1962-63 Swedish-Spanish Trade Protocol. The list places the commodities within the non-liberalized (license-controlled) sector of Spanish imports.

Signed in Madrid and made effective retroactively from Mar. 1, 1962 through Feb. 28, 1963, the Protocol with its List "S" is reported by the U.S. Embassy in Stockholm to cover miscellaneous manufactures of iron and steel, non-electric light lamps, special pumps for industry, absorption-type refrigerators, freeze counters and vacuum cleaners, chemical products, developed film and liquors, motor trucks and passenger cars.

Exchange of technicians set in Brazil-Israel program

Israel will play host to Brazilian architects, farmers and agriculture students while Brazil's universities and institutions will do the same for Israeli technicians and students under a plan for stepped-up cooperation between the two countries within the framework of a March 12 technical agreement signed in Recife, Brazil.

A joint foreign ministers' statement outlined the cooperative program.

Normal 5% auto-tire tax restored in Netherlands

The Netherlands turnover tax on passenger-car tires has been cut back to the normal 5% rate from the 18% luxury rate previously in effect, the U. S. Embassy at The Hague reports.

The action came as Parliament approved a bill reducing the turnover tax on a wide range of products, including refrigerators, cameras and other photographic equipment, furniture made from tropical woods, private aircraft, sporting firearms, clocks and watches made of non-precious metals, certain types of brushes, nylon shoes, toy electric trains, binoculars, and oysters (FOREIGN COMMERCE WEEKLY, May 28, p. 989).

Portugal seeks negotiations to define EEC relationship

In a formal request to leaders of the European Economic Community (EEC) at Brussels, Portugal has asked for negotiations on her future relationship with the EEC, the U.S. Embassy in Lisbon reports.

Portugal's letter to the EEC expressed her deep interest in closer economic cooperation among European countries. As evidence of an abiding concern "for the defense of the principles of Western civilization," the letter cited Portugal's charter membership in the Organization for European Economic Cooperation and the North Atlantic Treaty Organization, as well as her current membership in the Organization for Economic Cooperation and Development and the European Free Trade Association.

Peru boosts match duty in combined category

The import duty on matches has been sharply increased under a new Peruvian tariff classification which combines two earlier ones.

As published in *El Peruano*, Supreme Resolution No. 64 of May 28, "Cardboard or Wooden Matches" (Tariff Item No. 3246) and "Wax Vestas" (No. 3247) —which were dutiable at rates of .75 soles (about 2.8¢) and 4.50 soles (about 16.7¢) per gross kilogram, respectively— were combined into Tariff Item No. 3246, "Matches of Wood, Carboard or Wax," with the basic duty raised to 12.75 soles (about 47.2¢) per gross kilogram. The additional surcharge of 15.917% on the c.i.f. value remained unchanged.

The increased rate went into effect upon publication, June 6.

U.S. university called a key factor in nation's foreign aid program

AID official cites wide variety of assistance projects; also serve as training ground for visiting students

The American university is a key weapon in the nation's foreign aid program, according to Dr. Edward C. Fei, the Acting Director of the Research Evaluation and Planning Assistance Staff of AID.

Dr. Fei reports that scholars and technicians from 62 campuses are winning "crucial skirmishes in our long-range battle against the forces of ignorance, hunger, disease and darkness" in 37 underdeveloped nations.

He said that United States colleges and universities are participating in 103 foreign aid contracts, totaling nearly $120 million.

Industrial and social development projects range from training of teachers to installing assembly-line methods in steel mills, he said. University representatives are working with farmers in their fields and training entire government ministries.

Among the specific projects he cited was the $1.5 million program undertaken by Colorado State University with Peshawar University in Pakistan.

Started in 1958, it combines assistance in engineering, agriculture, education and home economics.

The AID-financed project is scheduled for completion in 1963.

Colorado State also created a teacher-training project from scratch in 1959 with the University of Dacca in East Pakistan.

University representatives were involved in the design of the buildings, purchase of equipment as well as the actual setting up of curricula and training of students.

India, he said, has the largest number of university contracts. For agricultural projects the nation has been divided into 5 regional areas with an American university operating in each. Those participating are the University of Tennessee, Kansas State, Ohio State, University of Missouri and University of Illinois.

A complete college of engineering is being created from the ground up in India by 9 American engineering schools, Dr. Fei said.

In Latin America, he reported, the University of Wisconsin will undertake "the most ambitious university contract ever undertaken in the field of agriculture."

The Wisconsin project calls for 5 years of land reform research.

Faculty field workers "will be going into matters of language, legal education, anthropology and history," he said.

Dr. Fei also pointed out that American schools provide specialized training to people brought by AID from the various underdeveloped countries.

Last year, 6,500 foreign students and short-term observers were brought to the U.S. for training by the foreign aid agency. There were also 405 participants in university-to-university programs and 31 Guinean students sponsored by the African-American Institute enrolled in U.S. colleges and universities.

Latins must lead Alliance: Moscoso

Scores idea that it's strictly a U.S. program; says Europe made Marshall Plan work

Teodoro Moscoso, U.S. Coordinator for the Alliance for Progress, has asked Latin American governments to assume more responsibility for carrying out the hemisphere-wide development program, including "ever-greater responsibility for determining distribution of Alliance funds."

Speaking at Fordham University's commencement, Ambassador Moscoso said that "only the Latin Americans themselves can really move the Alliance for Progress into high gear. Only they can generate the sparks of hope and enthusiasm among their own people which are so necessary for unleashing the creative energies of Latin America."

He said the notion that the Alliance is a U.S. program could not be further from the truth.

Ambassador Moscoso, an assistant administrator of the Agency for International Development (AID), drew a parallel between the Alliance and the Marshall Plan, saying that "the essential health and vitality of the Marshall Plan rested on the fact that the Europeans themselves did the bulk of the planning, evolved the institutions to make the plan work and supplied most of the direction and drive, while the U.S. encouraged, counseled and assisted."

Big and little Pakistan firms get 'Cooley' loans

Singer subsidiary will create 500 jobs; small firm earns exchange

"Cooley loans" worth $1,269,000 in Pakistan rupees for the Singer Sewing Machine Company and Pakistan Fabric Co., Ltd., have been approved by the Agency for International Development (AID).

Singer will receive $1,059,000 in rupees to prepare its sales and service operation for increased Pakistani output of sewing machines.

Pakistan Fabric will use its $210,000 worth of rupees to build a warehouse and enlarge a mill for its jute bagging operation in East Pakistan.

Cooley loans, named for the North Carolina congressman who originated the legislation, provide local currencies to private industries overseas when these funds are available from sales of Food for Peace agricultural commodities.

Both loans are expected to help the Pakistan economy. The Singer loan will help make additional sewing machines available while creating about 500 jobs. The Pakistan Fabric loan will help keep local labor employed in an enterprise which earns dollar exchange for the country.

AID officials pointed out that the Pakistan loans illustrate Cooley loan availability to both large and small firms.

AID sponsoring transport study of emerging areas

Brookings Institution gets grant to study all aspects of problem

A comprehensive transportation research program, keyed to economic development and planning in emerging nations, has been launched by the Agency for International Development (AID) through a $1,469,720 grant to the Brookings Institution of Washington.

The foreign aid agency believes that a facility with professional resources for research and training in transportation and mobility is a sound means of satisfying an immediate need for expanded knowledge of this basic area of economic development.

The Brookings Institution will establish a major transport research program directed to less developed countries in which AID is operating and provide a research staff of specialists in transportation technology and economics.

Transportation has absorbed approximately 20% of U.S. foreign aid funds. Because of its importance, the research arm of the new aid agency will intensively explore the many relationships of mobility to economic and social development.

The far-reaching research made possible by this grant envisions cooperative efforts by other U.S. Government, private, and international agencies.

Brookings will make its findings available to AID and through AID to developing countries. It also will provide special studies or consultation on specific problems of immediate importance to AID, if feasible.

The Institution will also promote an exchange of knowledge and experience between the developed and less developed countries as well as among different underdeveloped countries with similar problems.

Subjects to be researched include the economic and social impact of transport improvements in less developed countries in the past decade; effectiveness of transport investments, including foreign assistance; choice of alternative transport concepts in countries of differing area, population, topography, and climate; and operational considerations such as administration and possibilities of interregional arrangements.

U.S. asks Japan for talks on cotton zipper tape imports

The U.S. has asked the Government of Japan for consultations regarding the export of cotton zipper tape from Japan to the U.S. pursuant to paragraph 18 of the U.S.-Japan Bilateral Cotton Textile Agreement.

The U.S. feels there is an excessive concentration of Japanese exports in this commodity to the U.S. to the detriment of the domestic industry.

Imports have risen steadily in recent years and totaled 667,000 pounds in 1961.

Paragraph 18 of the Agreement authorizes the U.S. to ask for consultations with Japan to determine a course of action that will prevent disruption of the U.S. market as well as the Japanese cotton zipper tape industry.

Discussions will commence in the near future in Washington.

Pending agreement on further action, Japan has agreed to hold exports of cotton zipper tape to the U.S. at 110% of exports during the 12-month period May 1961-April 1962.

Trade seminars to begin on July 9

Sessions will acquaint U.S. firms with overseas trade

The first session of the American Management Association's newly-instituted summer seminar series on International Management will be held in New York's Astor Hotel from July 9 to 13.

Individual sessions will be devoted to an orientation seminar on International Marketing, 3 workshop seminars on Control Reports, International Corporate Relations and Pricing, and a clinic on Political Risks Abroad.

Workshop attendance is limited to 15 operating executives from separate firms. Clinics are limited to 20 participants, but more than one executive from a single firm may attend.

The second series will be offered in the Astor from August 6 to 10, and will include an orientation seminar on Purchasing Abroad, workshop seminars in Foreign Tax Credit and the Financial Officer's Problems in International Operations, and a clinic on Overseas Service Groups.

For further information write to AMA, 1515 Broadway, New York 36, or call JUdson 6-8100 in New York City.

Excess property import rule changed

New and used goods distinguished; new states and territories treated separately from U.S.

The Department of Commerce has announced a series of changes in the regulation covering entry of foreign excess property into the country.

Foreign excess property is property disposed of abroad by the U.S. Government, and by statute may be brought into this country only to relieve a shortage or otherwise benefit the domestic economy.

The changes which the Business and Defense Services Administration has made to Foreign Excess Property Order No. 1, which controls importation, became effective on June 23.

Used goods non-competitive

The new Order differentiates new from used returned items, and provides that material which has been used no longer will be considered competitive with new items on the market here, but solely with other used material.

Another change recognizes special economic factors in Alaska, Hawaii, the Commonwealth of Puerto Rico and the Virgin Islands, and designates them as individual geographic areas of competition, separate from the rest of the Continental U. S. Property authorized for importation to each geographic area will be restricted to amounts which can be consumed in 6 months.

The Order contains a general finding that importation for sale to governments and non-profit organizations for education, health or civil defense purposes is beneficial within the meaning of the statute, and other provisions simplify and make less costly the processing of import applications.

Basic rule unchanged

In announcing the revised Order, BDSA Administrator Eugene P. Foley emphasized that the revisions do not change the basic criteria for an import determination, and a positive finding of a shortage or other benefit is necessary for approval of an import application. Proposed changes in the Order were promulgated several weeks ago to give interested parties an opportunity for further suggestions before their adoption.

Copies of the new Order are available from the Foreign Excess Property Office, U.S. Department of Commerce, Washington 25, D.C.

Food for Peace aids Brazilian co-op, helps clear slums

To feed families from Northeast until first crops are gathered

The Alliance for Progress will provide an agricultural cooperative at Pindorama, in the Northeastern Brazilian State of Alagoas, with Food for Peace assistance.

The Alliance will provide food for purchase by the Cooperative, to be resold to the settlers at nominal charges agreed upon by the Agency for International Development (AID) and the Cooperative.

The colonist's cash crop will be sold through the Cooperative's marketing plan and the value of food he received under Food for Peace will be deducted from his net return. This money will be placed in a revolving fund to assist additional settlers.

Growing rapidly

The colony has grown to 430 families, after starting with 130 families in November 1961. It is expected to grow to 1200 families by 1966.

Family groups from several depressed regions of Northeast Brazil have been resettled there since November 1961. Arriving without resources, the newcomers must be given food until they can produce gardens and cash crops themselves.

The Alliance will furnish 1,405 tons of flour, corn meal, bulgor wheat, dried milk and vegetable oil over a 2-year period.

Moving slum dwellers

Another agreement signed this week will finance resettlement of 35 slum areas inhabited by about 300,000 persons in the state of Guanabara.

Some of the money, pending a permanent solution, will go for temporary improvements in presently substandard housing.

The U.S. will contribute 1 billion cruzeiros generated by the sale of surplus U.S. wheat. Guanabara will provide 3% of its 1962 tax revenue, estimated at 400 million cruzeiros. The state will also contribute 185 million cruzeiros from the 1961 Federal Budget.

The project also calls for the construction of health centers for 21 slum areas with 82,600 inhabitants.

AID TO EDUCATION: This Brazilian teacher has almost undivided attention as she runs through the Portuguese ABC's. Alliance for Progress aid to Brazil and other Latin American nations takes many different forms in its attempt to help them advance their welfare on both social and economic fronts.

AID helps Ecuador spur education and overcome malaria

Will build schools, train teachers; WHO, UNICEF join malaria drive

The Agency for International Development (AID) has agreed to provide school construction, assistance to universities and a malaria eradication program in Ecuador under the Alliance for Progress.

AID and the Government of Ecuador each will contribute $100,000 for self-help school construction, with the people of Ecuador furnishing land and labor.

U.S. experts already have supervised construction of 34 primary schools. The new agreement calls for construction of 5,000 classrooms to accommodate 50,000 school children.

Some 10,000 teachers have received training through U.S. assistance to education, and another 9,000 will be trained while the schools are constructed.

Under another educational agreement, AID will provide $1.1 million through the Ministry of Education in Ecuador for contracts between 2 U.S. universities, yet to be selected, and the Central University and Catholic University, both in Quito.

One U.S. university will provide technical assistance in basic sciences, engineering and education curricula; the other in education, English and physics.

A new AID grant of $420,000 with supplementary assistance worth $420,000 from UNICEF and the World Health Organization, and $405,000 from the Government of Ecuador will finance continuing efforts to eliminate malaria.

Alliance commits $20 million to 2 Brazilian Projects

The U.S. has committed $20 million to 2 Alliance for Progress agreements covering water systems and a health program for Northeast Brazil.

Under the first agreement, a $17 million project will provide water to 140 communities where absence of effective water systems threatens cities which are already disease-ridden and crowded.

The second agreement provides for 12 mobile medical units, construction of 40 permanent health centers and renovation, expansion or completion of 60 others in the near future.

Under the latter agreement, new refresher and in-training centers for doctors, nurses and technicians will be established.

Audio-visual and other teaching aids as well as the services of teachers and technical advisers will be supplied.

U.S. financing under this agreement is $3 million plus the cruzeiro equivalent of $437,000 from sales of U.S. wheat in Brazil under the Food for Peace program.

Copper sales potential

$4.6 million fund from AID loans must be spent on U.S. products

The American Embassy in New Delhi has released a list of 50 potential licensees for copper imports valued at $4.6 million which must be purchased from the U.S.

The purchase fund was provided by the Agency for International Development (AID), with the requirement that the copper be produced in the U.S.

Under the loan agreement between the President of India and AID, the copper will be considered as having been produced in the U.S., without regard to its actual origin, if, as the result of further processing in this country, a commercially recognized new commodity results.

The Government of India will be issuing the import licenses shortly.

The list of potential Indian licenses for copper (for the licensing period April 1962-March 1963) shows the approximate value in rupees authorized. (One rupee equals approx. 21 cents).

Hindustan Transmission Products Ltd., Bombay	Rs.	745,800
Hindustan Wire Products Ltd., Patiala		496,000
Diamond Rubber Works (P) Ltd., 276 Nagdevi St., Bombay 3		217,000
N.I.C.C. of (I) Ltd., Calcutta		640,000
Devidayal Cable Industries (P) Ltd., Tulsiram Gupta Mill Estate, Reay Road, Bombay 10		752,000
Electrical Industries Corporation, 99 Motilal Gupta Road, Behala, Calcutta 41		1,504,000
Cable Corporation of India, Ltd., Magathan, Near National Park, Bombay 66		441,000
Fort Gloster Industries Ltd., Fort Gloster Calcutta		336,000
Shri Shakti Trading Co., 22 Apollo Street, Bombay 1		204,800
Enamelled Wire (P) Ltd., Bombay		320,000
Shamsher Sterling Cable Corp. Ltd., Vaswami Mansions, D. Vachha Road, Bombay 1		368,000
Ajit Industries, 35 Vithaldas Road, Bombay 2		288,000
Premier Rubber & Cable Industries, 241 Nagdevi Street, Bombay 3		115,200
Bharat Cables Pvt. Ltd., Sadanwadi, Bombay 78		76,800
Swastik Rubber Products Ltd., Opp. Kirkee Railway Station, Kirkee, Poona 3		236,800
Radio & Electrical Manufacturing Co. Ltd., Mysore Road, Bangalore 2		115,200
Reliable Electric & Cable Co., 3881 Sarak Prem Narain, Sita Ram Bazar, Delhi		160,000
Moti Electric Industries, 15A Najafgarh Road, New Delhi 15		89,600
Bhagwan Das Baburam, Sadar Bazar, Delhi 6		83,200
Bombay Cable Co. (P) Ltd., Agra Road, Bombay 78		113,200
Electric Construction & Equipment Co. Ltd., 35 Chittaranjan Avenue, Post Box 7875, Calcutta 12		384,000
Alfa Rubber Co., Bombay		96,000
Skytone Electricals (I) Ltd., Sadar Thana Road, Delhi 6		112,000
Pioneer Rubber Mills (Bombay) Pvt. Ltd., Bhandup, Bombay 40		32,000
PVC Wires and Cables (P) Ltd., Calcutta		240,000
Mahendra Electricals Ltd., Nadiad		800,000
Everlite Insulating Industries (P) Ltd., Calcutta		480,000
Wandleside—National Conductors Ltd., Bombay		800,000
Rajasthan Cable Industries, Bombay		96,000
National Conductors, 1400 Pahari Imli, Jama Masjid, Delhi 6		19,200
Jay Engineering Works Ltd., 183-A Prince Anwar Shah Road, Dhakuria, Calcutta		160,000
Delton Cable Co., 1400 Pahari Imli, Jama Masjid, Delhi 6		121,600
Asian Cable Corporation Ltd., 240 D. Daoroji Road, Bombay 1		899,200
Sur Iron & Steel Co. (P) Ltd., 15 Convent Road, Calcutta 14		80,000
Pannalal Girdhari Lal, Arya Samaj Mandir, Bazar Sitaram, Delhi 6		458,909
Bangal Ingot Co. Ltd., 5 Hide Road Kidderpore, Calcutta		648,707
Bombay Metals & Alloys Mfg. Co. (P) Ltd. Post Box No. 6210, Bombay 10		190,204
Kamani Metals & Alloys Ltd., Kamani Chambers, Nicol Road, Ballard Estate, Bombay		1,185,970
Binani Metal Works Ltd., 38 Strand Road Calcutta		478,680
Rashtria Metal Industries Ltd., 28/30 Anantwadi, Bombay		720,393
Indian Smelting & Refining Co. Ltd., 159 Churchgate Reclamation, Jamshedji Tata Road, Bombay		1,748,500
National Pipes & Tubes Co. Ltd., Stephen House, 4 Dalhousie Square East, Calcutta		788,858
J. B. Metal Industries, Bombay		115,706
Devidayal Metal Industries Ltd., Tulsiram Gupta Mill Estate, Reay Road, Bombay 10		481,853
Devidayal Metal Industries Ltd., Tulsiram Gupta Mill Estate, Reay Road, Bombay 10		251,250
Devidayal (Sales) Pvt. Ltd., Tulsiram Gupta Mill Estate, Reay Road, Bombay 10		495,000
Kamani Tubes (P) Ltd., Kamani Chambers, Nicol Road, Ballard Estate, Bombay		495,000
National Pipes & Tubing Co. Ltd., Stephen House 4 Dalhousie Square East, Calcutta		700,000
Kamani Metals & Alloys Ltd., Kamani Chambers, Nicol Road, Ballard Estate, Bombay		378,700
Indian Smelting & Refining Co. Ltd., 159 Churchgate Reclamation, Jamshedji Tata Road, Bombay		670,000

Eximbank loans Nigeria $2 million for textile fixtures

New mill will provide 1,000 jobs, use 10,000 spindles, 360 looms

The Export-Import Bank has authorized a $2 million credit to Aba Textile Mills, Ltd., of Nigeria, to purchase U.S. textile machinery for a new integrated mill to be located at Aba in the Eastern Region.

Eximbank President Harold F. Linder said the new mill will help Nigeria's domestic cotton textile producing capacity keep pace with steadily rising demand.

The credit will help furnish Aba Mills with 10,000 spindles and 360 looms, capable of producing 7 million yards of gray cotton cloth per year.

Also included is equipment for bleaching, dyeing, printing and finishing 30 million yards of gray cloth annually.

Raw cotton for the new mill will be obtained from domestic sources.

Aside from adding to Nigeria's cloth production, the mill will provide employment for about 1,000 Nigerians.

New Books and Reports

Tested Knowledge of Business Cycles, the Forty-second Annual Report of the National Bureau of Economic Research. New York, New York. 118 pp.

Though primarily concerned with the domestic side of the cycle, this report contains a section on International Economic Relations, featuring a review of available data on export orders by Hal B. Lary, associate director of research for the National Bureau.

In addition to Mr. Lary's article which is entitled "The United States in a changing World Economy," the section also includes contributions on Foreign Trade and the Business Cycle, An Appraisal of United States Performance in World Trade, the Structure of World Trade and Payments and International Capital Movements.

Order from The National Bureau of Economic Research, 261 Madison Ave., New York 16, N.Y.

World's Principal Export Credit Insurance Systems Compared, and Representative Export Credit Insurance Systems. Charts prepared by Francis X. Scafuro for the National Coordinating Committee for Export Credit Guarantees. New York, 21 pp. and 2 pp. $5.

Provides a graphic comparison of the export credit insurance systems now functioning in the U.S. and 20 other countries. Based primarily on information supplied by the credit insurers themselves, these 2 charts show, in parallel columns, the conditions under which exporters in each of the principal trading nations may protect their foreign receivables against both commercial and political credit risks.

One 21-page chart, titled "World's Principal Export Credit Insurance Systems," gives the name and organizational structure of each credit insurer; then compares the type and scope of coverage offered by each, as well as their eligibility requirements, relative premium charges, operating results and other significant features of the credit insuring programs now in effect in this country and abroad.

The second chart, "Representative Export Credit Insurance Systems Compared," presents in 2 pages the main characteristics of the credit guarantees available in 6 representative countries—Belgium, Canada, West Germany, the Netherlands, the United Kingdom and the U.S.

The National Coordinating Committee, made up of representative manufacturing and exporting firms throughout the nation, is considering the establishment of a research institute to continually revise the content of these and similar charts.

Copies of the 2 charts may be obtained from the National Coordinating Committee for Export Credit Guarantees, c/o International Section, New York Board of Trade, Inc., 1 Liberty Street, New York, at $5.00 for the set. Proceeds from the sale of charts will be added to the fund to finance the proposed Institute.

Year Book of the American Bureau of Metal Statistics, Forty-first annual issue, for the year 1961. Published by the American Bureau of Metal Statistics. New York, 1962. 140 pp. $4.

This is an international survey consisting almost wholly of tables regarding all phases of the production, shipping, reduction and inventories of most of the world's significant metals.

The American Bureau of Metal Statistics, which complied the survey, is sponsored by the most important producers of copper, lead, and zinc in the U.S., Canada, Mexico, Chile and Peru.

This new edition records for 1961 and prior years, mine production, smelter production, consumption, imports and exports and other economic statistics on a world-wide basis.

Copper, lead, zinc, nickel, aluminum, bauxite, gold, silver, tin, antimony, cadmium, cobalt, magnesium, molybednum and platinum and sundry ores and metals are reported on in this statistical manual.

There are introductory texts on the major non-ferrous metals, reviewing the events of 1961; tables of metal prices, monthly and annual; lists of metallurgical plants and their capacities; general economic statistics of the United States and U.S. duties on principal ore and metal imports; plus other extensive data, including tables of production statistics by individual companies, both domestic and foreign.

The Year Book provides statistical information for market analysis, research and industry surveys.

Order from the American Bureau of Metal Statistics, 50 Broadway, New York, 4, N.Y., at $4 per copy ($4.50 for hard cloth covered edition).

Private firm opens EEC info center

Will also offer Market tours; furnish leads to businessmen

A privately owned European Economic Community news and reference center has been inaugurated by The European Common Market Development Corporation of New York.

The company currently publishes a weekly newsletter which is subscribed to by industrialists, libraries, business organizations & educators. Increasing demand by newsletter subscribers for detailed market data led to the establishment of ECMDC's research services, according to corporation president Allan B. Goldenthal.

Extensive files

The reference center's library and files contain significant books and articles on the Common Market and other European economic organizations; copies of major EEC doctrines; thousands of newspaper and business publication clippings on Euromart; relevant press releases from major industrial corporations in Europe and America; articles and speeches by numerous authorities on the EEC; depth studies on EEC & EFTA countries; listings of American companies operating in or affiliated with the Common Market; and individual studies on such subjects as Antitrust Regulations, Patent Regulations & Developments, European Retailing, and specific industries.

Complex research capability

In addition to its regular staff, The European Common Market Development Corporation now has a comprehensive associate membership available for complex studies.

Individuals desiring research should pose their problem in writing to ECMDC. They will receive a time and cost quote for its solution within 48 hours. The corporation's address is 60 E. 42 St., New York 17, N.Y.

Common Market tours will soon be offered as an additional service to EEC Newsletter subscribers. Business men will be introduced to their counterparts in Europe and taken on conducted tours of key industrial plants.

They will also be supplied with lists of foreign distributors or import resources. Tours will be open to individuals or groups and will be conducted on an industry by industry basis.

Calendar *for international traders*

Star (★) indicates U.S. Department of Commerce exhibit participation.

July

4—Columbia University Seminar on the European Economic Community, Columbia University, New York, N.Y. Commerce Speaker: William B. Dale, Deputy Assistant Secretary of Commerce for International Affairs.

9—Luncheon Meeting, U.S. Trade Mission to the United Kingdom, National Press Club, Washington, D. C.

9-13—Seminars on International Management, Hotel Astor, New York, N. Y. Sponsor: American Management Assn., International Management Division. Seminar Topics: International Marketing, Control Reporting, International Corporate Relations, Pricing, Political Risks.

11—Export Expansion Seminar, Grenada Hotel, San Antonio, Tex. Commerce Speaker: L. Edward Scriven, Director, BIBO.

16-18—Symposium on the Export Possibilities for the Truck Trailer Industry, The Homestead, Hot Springs, Va. Sponsor: Truck-Trailer Manufacturers Assn., Inc. Commerce Speaker: Claude W. Courand, Bureau of International Programs.

17—Export Workshop, Pick-Congress Hotel, Chicago, Ill. Sponsor: Mobile Home Manufacturers Assn. Speaker: J. F. Weldon, Chicago Field Office.

17—Regular Monthly Luncheon Meeting, International Executives Assn., Inc., Hotel Statler-Hilton, New York, N.Y. Commerce Speaker: William B. Dale, Deputy Assistant Secretary for International Affairs.

19—Export Workshop, Chicago, Ill. Sponsor: American Sprocket Chain Manufacturers Assn. Commerce Speaker: J. F. Weldon, Chicago Field Office.

19-20—Ninth Annual Meeting, National Conference on International Economic and Social Development, Palmer House, Chicago, Ill. Theme: "The Alliance for Progress."

22-25—Conference for Unity of the Americas, Chicago, Illinois. Commerce Speaker: Dr. Jay H. Cerf, Deputy Assistant Secretary of Commerce for Program Development.

25—Honolulu Foreign Trade Workshop, Ala Moana Banquet Hall, Honolulu, Hawaii. Sponsors: Chamber of Commerce of Honolulu, University of Hawaii, U.S. Small Business Administration, U.S. Department of Commerce. Commerce Speaker: George A. Black, Honolulu Field Office.

25-Aug. 12—Fourth Annual Chicago International Trade Fair and World Marketing and Economic Development Conference. McCormick Place, Chicago, Ill. Sponsor: Chicago Assn. of Commerce and Industry. ★

26—Export Opportunity Conference, Weslaco Chamber of Commerce, Weslaco, Texas; Commerce Speaker: George L. Malherbe, Houston Field Office Manager.

27—Export Opportunity Conference, Brownsville Chamber of Commerce, Brownsville, Texas; Commerce Speaker: George L. Malherbe, Field Office Manager.

August

3—Regional Conference of U.S. Trade Missions to West Germany and the United Kingdom, Chicago International Trade Fair, McCormick Place, Chicago, Ill.

6-10—Seminars on International Management, Hotel Astor, New York, N. Y. Sponsor: American Management Assn., International Marketing Division. Seminar Topics: Financial Operations, Purchasing Abroad, Foreign Tax Credits, Overseas Service Groups.

September

8-16—Fifth International Food Congress and Exhibition, New York Coliseum, New York, N. Y. ★

15-18—National Assn. of Furniture Manufacturers Fair, Conrad Hilton Hotel, Chicago, Ill. ★

15-23—Eastern States Exposition, West Springfield, Mass. ★

19-26—Annual Convention, National Assn. of Insurance Agents, Sheraton Park Hotel, Washington, D. C. Commerce Speaker: Jerome Sachs, Bureau of International Programs.

20—Annual Dinner and Award Presentation, Foreign Traders Assn. of Philadelphia, Inc. Sheraton Hotel, Philadelphia, Pa.

21-30—8th Annual Houston International Trade and Travel Fair, Sam Houston Coliseum, Houston, Tex. ★

22-29—State Fair of Oklahoma, Oklahoma City, Oklahoma. ★

24-26—1st Annual Houston International Marketing Forum, Music Hall, Houston, Texas. Sponsor: Houston International Trade and Travel Fair.

25—Export Trade Seminar, (Opening Session of 10 Week Course), Southern Methodist University, Dallas, Tex. Sponsors: Southern Methodist University; U.S. Small Business Administration; U.S. Department of Health, Education, and Welfare; U.S. Department of Commerce.

25—World Trade and Marketing Conference, Albany, N. Y.

October

1-5—Western Tool Exposition and Conference, Pan American Auditorium, Los Angeles, Cal. ★

3—Executive Export Training Program, Pierson Hall, University of Kansas City, Kansas City, Mo. Sponsors: The International Trade Club of Kansas City, U.S. Small Business Administration, U.S. Department of Commerce, Regional Export Expansion Councils. Commerce Speaker: Charles F. Boehm, Bureau of International Business Operations.

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HOW IT WORKS

The Department of Commerce will send Trade Missions to the following countries this fall: *Japan and the Philippines*, October 6 through November 3, and 7, 1962—Deadline for Business Proposals, Sept. 1; *Spain, Italy* and *Greece*, November 3 through December 5, 1962—Deadline for BP's, October 1.

A complete report on each business proposal submitted will be made to each firm submitting Business Proposals by the Director of the Mission prior to his departure from these countries, along with the names, addresses, and company affiliations of prospective customers or representatives.

The procedure is simple. You do not have to fill out a form. Answer these nine questions:

1. Do you now have business connections or are you represented in any of these countries (if you have an exclusive representative, the Trade Mission cannot locate another agent for you)? If you are represented, by whom and in which country(ies)?

2. Have you had previous business experience with these countries? Please enumerate countries.

3. What products do you wish to sell or purchase and in which countries? Or, what type of business transactions do you wish to make? Please describe products in detail.

4. Do you wish to obtain an agent or do you prefer to export directly? If so, in which countries?

5. Do you prefer to import for your own account or to act as an agent?

6. Will you consider direct investment or a joint venture, such as providing machinery, know-how, or capital, with a qualified firm?

7. Are you interested in licensing a qualified company to produce your products abroad? If so, describe in detail nature of agreement you would consider.

8. To what extent are you prepared to sell on long-term credit or, if dollar exchange is not available, accept payment in foreign currency?

9. What type of company would be qualified to transact your business?

All the information, besides the answers to these nine questions, that you provide will contribute to the most successful selling approach possible. Don't hesitate to better illustrate your proposition by including catalogues and brochures along with indications of the size and scope of your operations. No one is too large or small to be represented.

Send all information (an original and two carbon copies for each of the five countries) to Director, Trade Mission to (name country), Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or Department of Commerce Field Offices.

U.S. TRADE MISSIONS BUSINESS PROPOSALS SERVICE

UNITED STATES DEPARTMENT OF COMMERCE, WASHINGTON 25, D.C.